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# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

SEPTEMBER 1, 1945

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*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. LXXXII, No. 5

SEPTEMBER 1, 1945

## CONTENTS

Peace Ends War Controls .....	5	Los Angeles Arboretum .....	24
Pennsylvania Summer Meeting .....	7	Illinois Directors Meet at .....	
By R. P. Meahl .....		Princeton .....	25
Handling Display Garden Sales .....	8	Beach Plum Prizes .....	27
Krider Host to Indiana Meeting .....	9	Ramie Developments .....	29
By R. Morgan Smith .....		Obituary .....	31
Michigan Midsummer Conference .....	10	—A. J. Stahelin .....	31
Some Thoughts on Color Combinations .....	20	—Lieut. Warren P. Moffet .....	31
By C. W. Wood .....		—Lieut. George Henry Kern .....	32
Editorial .....	4	—Carl E. Purdy .....	33
—Peace Returns .....	4	—Phyllis S. Matzinger .....	33
—Selling the Public .....	4	Anthracnose on Sycamore ....	34
—Support Memorial Plan .....	4		
New A.A.N. Director .....	6		
Refrigerator Cars .....	6		
Tax Changes .....	6		
No Southern Meeting .....	6		
Victory Party in Jersey .....	6		
Krider's Fifty Years .....	12		
Buys Thornless Rose .....	13		
Orchid Princess .....	14		
Carolina Meeting .....	14		
Iowa Meeting at Charles City 16			
Living Memorials .....	17		
This Business of Ours .....	18		
—Services of Bulldozer .....	18		
—The Weather .....	18		
—Leatherleaf Snowball .....	18		
Cover Illustration .....	19		
—Bignonia (Pyrostegia) .....	19		
Venusta .....	19		
Camellia Varieties .....	19		
Southwestern Notes .....	23		
Central California Group .....			
Meets at Niles .....	24		

## INDEX TO ADVERTISERS

Aerol Products Co. ....	26	Fike Nurseries .....	19	National Landscape Institute .....	32
American Bulb Co. ....	27	Forest Nursery Co. ....	22	New Amsterdam Import Co. ....	34
American Chemical Paint Co. ....	35	Garden Shop, Inc. ....	31	Niagara Horticultural Products .....	26
American Color & Chem. Co. ....	31	Gardner's Nurseries .....	18	Nielsen Co., J. C. ....	33
American Florist Supply Co. ....	33	Gold Chestnut Nursery .....	15	Pacific Coast Nursery .....	25
Andrews Nursery Co. ....	23	Gray Nurseries .....	26	Palmer & Son, J. R. ....	19
Ariens Co. ....	26	Greenspon's Son Pipe Corp., Jos. ....	32	Peterson & Dering .....	25
Atkins Sons, L. ....	34	Harrison Bros. Nursery .....	23	Pontiac Nursery Co. ....	21
Bagatelle Nursery .....	17	Herbst Bros. ....	1	Portland Wholesale Nursery .....	25
Bailey Nurseries, J. V. ....	22	Hess' Nurseries .....	18	Princeton Nurseries .....	14
Bail, Inc., Geo. J. ....	11	High Valley Farm .....	16	Rambo's Wholesale Nursery, L. J. ....	23
Basham, V. P. ....	23	Hill Nursery Co., D. ....	36	Reed, H. R. ....	16
Bobbin & Atkins .....	17	Hobbs & Sons, Inc., C. M. ....	21	Reliance Fertilizer Co. ....	32
Boxwood Gardens .....	21	Hogansville Nurseries .....	27	Rich & Sons Nursery .....	24
Boyd Nursery Co. ....	20	Holton & Hunkel .....	21	Rickert Nurseries .....	13
Brush Rose Nursery, Paul .....	22	Horsford, Wm. Crosby .....	13-14	Robinson, E. D. ....	14
Bryant's Nurseries .....	21	Howard-Hickory Co. ....	27	Roller's Nursery .....	20
Burr & Co., Inc., C. R. ....	17	Howard Rose Co. ....	25	Scarf's Sons, W. N. ....	23
Burton's Hilltop Nurseries .....	21	Humphreys Landscape Service .....	15	Schupp Florist Supply Co. ....	31
Campbell-Hausfeld Co. ....	29	Hydroponic Chemical Co., Inc. ....	34	Schuykill Chemical Co. ....	32
Carroll Gardens .....	19	Igenfrits' Sons Co., I. E. ....	12-13	Shepard Nurseries .....	17
Chase Co., Benjamin .....	34	Jackson & Perkins Co. ....	18	Sherman Nursery Co. ....	21
Classified Ads .....	28-29	Johnston, Wm. A. ....	25	Sherwood Nursery Co. ....	24
Clovernet Flower Farm .....	33	Kallay Bros. Co. ....	21	Siebertthal Co. ....	16
Coast Agricultural Fertilizer Co. ....	24	Keeling, Forrest .....	20	Sizemore, Charles .....	22
Coe, Converse & Edwards Co. ....	16	Kelly Bros. Nurseries, Inc. ....	23	Slatton Nursery Co. ....	16
Colby Co., Eli .....	31	Koster Nursery Co. ....	17	Smith Corp., W. T. ....	17
Colby Pioneer Peat Co. ....	34	Krieger's Wholesale Nursery .....	23	Sneed Nursery Co. ....	19
Cole, R. M. ....	15	LaBarr's Rhododendron Nursery .....	14	Somerset Rose Nursery, Inc. ....	33
Cottage Gardens .....	18	Lake's Shenandoah Nurseries .....	21	Stank & Son .....	19-20
Curtis Nurseries .....	13	Leonard & Sons, A. M. ....	35	State Road Nursery .....	19
Cutler & Downing Co. ....	23	Lindig's Mfg. Co. ....	32	Storrs & Harrison Nurseries .....	22
Cutler & Vennard Nursery .....	26	Lovett, Lester C. ....	16	Sudbury Soil Test Lab. ....	35
Dayton Fruit Tree Label Co. ....	34	Lowell Mfg. Co. ....	13	Suncrest Evergreen Nurseries .....	19
de St. Aubin & Bro., Inc., Eugene .....	14	Maclean, Jean .....	33	Swift & Co. ....	15
Demoto, Teichi .....	24	Markham's Ohio Nursery .....	34	Treadwell Nursery Co. ....	15
Doty & Doerner, Inc. ....	25	Max Nursery .....	22	Verhalen Nursery Co. ....	18
Dow Chemical Co. ....	32	McGill & Son, A. ....	25	Want Ads .....	30
Dummett, Arthur .....	17	McHutchison & Co. ....	31	Wassenberg, C. F. ....	26
Eagle Wrapping Products Co. ....	32	Meehan Co., Thos. B. ....	14-34	Weller Nurseries Co. ....	21
Evergreen Nursery Co. ....	21	Milton Nursery Co. ....	25	Westminster Nurseries .....	17
Fairview Evergreen Nurseries .....	21	Moran, E. C. ....	26	Willis Nursery Co. ....	17
Farmers Wholesale Nursery .....	19	Morse Co., A. B. ....	34	Wolfe's Nursery .....	27
Felina Tying Machine .....	35	Mount Arbor Nurseries .....	2	Wright, C. D. ....	22
Fife Nursery .....	21	Mullins Plant Farms .....	23		



## AMERICAN NURSERYMAN

F. R. KILNER, Editor

### Editorial

#### PEACE RETURNS.

Acceptance of surrender terms by the Japanese government brought an unparalleled wave of relief to the American people, so great that the double holiday of celebration, August 15 and 16, and the day of prayer, August 19, scarcely gave it adequate expression. Persons who have sons or daughters overseas, or stationed in this country, could at last look forward to their return without facing the perils of battle. Civilian release from wartime restrictions and regulations cleared away vexatious irritations and handicaps. Business felt the hamstrings of wartime controls begin to loosen. Anticipation of a return to freedom and the American way of life was envisioned with rejoicing by everybody.

Some of the wartime controls are gone already, and the end of others is in sight, as is reported on the opposite page. But time will be required for a return to a normal civilian economy, how much time no one knows. Meanwhile, the way will be easier for some and more difficult for others. The nursery industry is in position to give our national economy more aid in this period of reconversion than perhaps it could in the period of war. Our producing facilities need no reconversion; our distribution outlets require no change or reorganization, for the most part.

With the release of great numbers of wage earners from war factories, accompanied by the return of increasing numbers of men from military service, the demand for employment is foremost in the consideration of business leaders and government officials. The sooner the released war workers are absorbed in civilian employment, the less the shock to the economic structure. If there are delays and faltering, a brief sharp depression may ensue, or the government may start to make jobs. Either would be a deterrent to the return to a normal free economy in this country.

Both can be avoided if those in position to expand go ahead promptly. Many nurserymen need help in the fields at this time, and all they seek are the men for the jobs. But many other nurserymen may be looking forward to the selling season, wondering whether to go ahead with enthusiasm and optimism, or to hold back to see if the demand will be there. In this respect we shall make our own fu-

ture. If we go ahead with determination to build our organizations for a banner season ahead, the likelihood is it will be so. If we hang back, and others do likewise, the result will be that which pessimism usually brings.

Now is the time to increase the maintenance in your nursery, to start on the improvements which have been delayed by the war, through lack of materials and labor. It will be more patriotic to put money into such work, to the betterment of your nursery and to the increased employment in your locality, rather than to accumulate larger taxes.

Before long, in any event, the demand from the public will require increased production and wider distribution. If we start now, we will bring the time of prosperity closer.

#### SELLING THE PUBLIC.

With the war ended all over the world, thoughts turn toward business operations in peacetime, in the nursery field as elsewhere. Though there appear to be plenty of business on the books and a backlog of demand for the early future, the suggestion of a nation-wide sales campaign in one form or another appears as a postwar project. Indeed, the proposal is one that has been advanced from year to year ever since the conclusion of the national advertising campaign of nurserymen some fifteen years ago.

The ambitious scale of that earlier campaign and the debate as to the results it achieved have caused qualifications to be attached to any new proposals. Study of the various viewpoints in this regard has not produced any clear-cut outline of what a prospective undertaking should be.

Some persons are doubtful as to the necessity of urging the public to buy trees and shrubs. Experience in wartime has made it plain that the urge is already there, and a very strong healthy urge it is. Mail-order houses have seen their sales leap far beyond estimates, and local landscape firms have had more inquiries than they could give attention.

No question prevails that the public needs more information on the use and care of nursery products, needs to be educated in even the fundamentals of gardening. This need has been met to some degree in the program to promote victory gardens and to increase food crops. But there is much to be done in advising the public with regard to the value, use

and enjoyment of ornamental plants, beyond the considerable service done by the garden magazines.

There are differing opinions, however, as to the need of a general sales campaign on a national scale. It would have its merits, without doubt. But the earlier national campaign made it only too apparent that the benefits were largely confined to those nursery firms which undertook sales campaigns of their own.

Nurserymen of the rank and file will derive benefits from a sales campaign only if it directs the prospective customers to their doorsteps. In too few communities, sadly enough, do the homeowners receive active solicitation from the nursery or nurseries in the neighborhood. You can verify that statement for yourself by listing how much advertising was done by yourself and your competitors to invite new customers. What, before the war, did you direct to the local public in the way of letters, circulars, catalogs, newspaper or radio advertising? Some nurserymen do a good job in this way, but far too many wait for the customer to take the initiative before the selling begins.

Consequently, homeowners in many communities are unaware of the services available in local nurseries. They buy away from home, or they are victims of peddlers and shysters. They learn only by experience and by their own efforts what kind of service they really can secure from a reputable nurseryman locally.

Each individual nurseryman needs a sales campaign of his own. That he can do a good job by himself has been demonstrated in the past decade by a number of firms. That he might do better with a general national campaign is a probability. But that a national campaign would benefit him, without his own individual efforts to develop the territory that is his, is extremely doubtful.

#### SUPPORT MEMORIAL PLAN.

The Superior California Nurserymen's Association has endorsed the national program for the establishment of parks and sanctuaries as living memorials to the heroes of World War II. Support is being given for these memorials to be placed between Chico and Stockton.

Officers of the association are mapping a program to increase city park facilities as living memorials at Sacramento. It is their desire to establish one or more additional city parks.

### The Mirror of the Trade



# Peace Ends Many War Controls

Surrender by the Japanese brought a sudden change to the industrial picture throughout America. Immediate cancellation of government contracts for munitions and supplies released workers and factories for civilian production. The government at Washington promptly set machinery in action to provide employment for the jobless war workers and to speed production of merchandise banned in wartime.

Within five days the War Production Board had wiped out 210 wartime controls and thereafter gradually released many of the 125 controls remaining.

Unlimited production of motor trucks was among the important changes, with ceilings on automobile manufacture to be lifted soon thereafter. Truck tires are obtainable without permit, where available, but restrictions will continue on passenger car tires until production approaches the demand.

All farm implement and industrial types of rubber tires are now ration free. Prediction from leaders in the rubber industry is that all tires will be available without rationing by the end of the year.

First of the controls lifted was gasoline rationing, which will have an important effect on purchases at the nursery and deliveries by the trade in the autumn season.

Oil for heating will be plentiful and unrationed the coming winter, but no appreciable change is expected in the light supplies of bituminous and anthracite coal.

Lumber will continue in short supply for some time. Some will still be required abroad. The stock pile in this country is extremely small, and it is believed that inventories must be created before supplies will be permitted to move freely into civilian spheres. Lumber production cannot be stepped up until workmen are returned to the forests and mills and until more trucks and logging machinery are available.

Other building supplies will be required in larger quantities than are now available in order to start the boom expected in the construction industry. WPB controls have been lifted somewhat on factory and home remodeling. From three to six months is expected to be necessary to provide the necessary hardware, heating equipment and electrical supplies for home building. If supplies are available, leaders in the building industry predict construction of 450,000 homes in the first postwar year. In the sec-

ond year 750,000 homes will be built, according to this prediction, and 1,000,000 in the third year.

The paper supply will be inadequate for some months to come. Enormous quantities of food and other supplies must be packed and wrapped for the army and navy in foreign lands. German war prisoners used in the south to cut lumber for pulpwood had been diverted to agriculture during the summer and are expected to return to Europe by winter; they must be replaced before pulpwood supplies can be increased. Imports from Scandinavia are not in large amount. Hence it will be necessary to continue paper salvage and the re-use of old shipping containers for a few months.

Other packaging materials provide more optimism. The burlap import trade is expected to return to private hands within one to three months, the government control of imports being regarded as merely a wartime expedient. Ample supplies of burlap are expected to come from Calcutta as fast as cargo space is available.

Cordage fibers are expected to be in easier supply shortly, though additional time will be required for manufacture and distribution to consumers. Fairly sizable quantities of abaca are arriving from the Philippines, but have been used for military purposes only; limitation of such demand will ease restrictions soon. Sisal is expected to be in ready supply from the Dutch East Indies before long. Jute imports are expected to be good, despite pessimistic reports from India about the current crop.

Wrapping paper is expected to be easier in supply much sooner than print paper. Publishers were allowed a five per cent increase in their paper quotas July 1, but in view of the short supply of printing papers, catalog runs for the coming season are not likely to be increased. Coated, or enamel paper is difficult to obtain.

The labor market will be eased by

the release of more workers, but the change is not likely to be immediately apparent. Such workers will be disinclined to take jobs immediately at lower wages, unless they are smart enough to see that the future is brighter for those who get established in civilian employment soonest. Many will avail themselves of unemployment compensation for a time, taking a rest on part pay. Many housewives will return to their domestic duties, youths will return to school and overage individuals will return to retirement. Boats were turned around in the Pacific to head for American instead of foreign shores, and the rapid discharge of soldiers will be a bright prospect for many nurserymen. The draft has been markedly curtailed, from about 100,000 to approximately 60,000 per month.

The War Manpower Commission immediately removed all hiring controls and ceilings on employment. The War Labor Board will now be active in passing upon applications for wage decreases, instead of wage increases. Preparations are under way in Washington to authorize employers to make wage and salary increases so long as they do not affect the cost of the commodity produced.

The mandatory 48-hour week which had been placed in effect by the War Manpower Commission in many areas throughout the country during the war has been rescinded. This change, however, does not prevent employers from voluntarily granting overtime work above forty hours a week for which the premium rate of pay at time and one-half for overtime will be paid.

ODT regulations were almost immediately relaxed with regard to the holding of conventions. These are now authorized if they will have an out-of-town attendance of not more than 150, whereas the previous limit for out-of-town attendance was fifty. Hence there will be no question about holding the usual state nurserymen's association meetings next winter, and dates are now being arranged.

ODT also revoked the order requiring permits for the operation of commercial motor vehicles. Regulations governing the frequency of wholesale and retail deliveries were continued.

Changes in travel restrictions depend upon the ability of the railroads to handle the returning soldiers. Gradual release of regulations affecting passenger and freight movement are expected.



Honorable Discharge Emblem.

### NEW A. A. N. DIRECTOR.

Ross R. Wolfe, of Wolfe Nursery, Stephenville, Tex., last month was elected by the delegates of region 5 to fill the unexpired term of J. Frank Sneed on the executive committee of the American Association of Nurserymen.

Mr. Wolfe has served as president of the Texas Association of Nurserymen, Texas Pecan Growers' Association, Stephenville chamber of commerce and Lions' Club and has been chairman of the board of the First Christian church.

He moved from California to Stephenville in 1919, seeing a bright future in the propagation of pecans. He purchased land considered worthless by cotton-weary farmers and rebuilt it until today his soil conservation and soil-building work has been acclaimed throughout Texas. He became an authority on pecans, walnuts, fruits and berries for that section of the country.

When he expanded his operations to a general nursery business, he was equally successful. Last shipping season he gave employment to more than 150 persons, and he hopes to employ many more during the post-war period. His employees share in the profits of the business. He maintains a training program and favors schools for training nursery employees.

He is now constructing a huge nursery building to accommodate his mail-order department, a large sales and display room, express office, post office, fumigating equipment, grading and packing rooms, warehouse, maintenance shop, lunchroom and recreation room for employees and a large cold-storage building for nursery stock.

Mr. Wolfe is carrying on the breeding work of the late E. E. Risien, breeder of Gold Medal pecans, and the propagation and dissemination of peach varieties to which J. W. Stubenrauch devoted his life. He purchased the famous T. V. Munson vineyards, in which were more than sixty outstanding varieties of grapes.

He maintains large commercial orchards of fruits and pecans, grape and berry vineyards and an experimental orchard where every new variety is tested before it is introduced in his catalog. Some of the varieties he has introduced are the Texaberta peach, Allred plum, Frank and Frankie peach, Grande English walnut, dew-blackberries, Rossberry and John Garner peach. He is a believer in cutting down the list of varieties to only the very best.

Associated with Mr. Wolfe are his

two sons, Hugh and Danny. Hugh Wolfe, a lieutenant in the air forces until his recent discharge, was elected a vice-president of the National Mail Order Nurserymen's Association at Chicago in July. Ross Wolfe gives much credit for the advance of the Wolfe Nursery to his wife, Mabel, his constant companion and co-worker.

### REFRIGERATOR CARS.

R. P. White, A. A. N. executive secretary, and E. M. Bush, of C. R. Burr & Co., Manchester, Conn., chairman of the A. A. N. transportation committee, appeared before the refrigerator car lines advisory committee at Chicago August 15 to present a plea that the order be lifted which now prohibits the use of refrigerator cars for nursery stock.

Refrigerator cars are going west empty and the Interstate Commerce

fect wage earners in the lower bracket. For corporations the most talked about change is the elimination of the ninety-five per cent excess profits tax, leaving a forty per cent combined normal and surtax on business profits. Excise taxes increased during the war will drop automatically six months after the official end of the war is declared, unless Congress takes action to set an earlier date. The five per cent federal automobile use tax is certain to end June 30, 1946, as prescribed by the present law.

### NO SOUTHERN MEETING.

There will be no meeting of the Southern Nurserymen's Association this year, announces W. C. Daniels, secretary.

A decision to this effect was made at a meeting of the executive committee at Siler City, N. C., while the meeting of the North Carolina Association of Nurserymen was in session.

Plans were made, however, for a 1946 victory convention, which is to be held at Asheville, N. C., in August of next year. President Henry Boyd has already made preliminary arrangements to make this the most outstanding meeting in Southern association history.

### VICTORY PARTY IN JERSEY.

In cooperation with the Princeton Nurseries, the New Jersey Association of Nurserymen will hold an open-house victory party Saturday, September 8, at the Princeton Nurseries, Kingston, N. J. The party will be open to all nurserymen regardless of membership in any organized group. The nursery firm will be host, and the fun and frolicking are scheduled to start at 10 a. m. A buffet luncheon will be served; refreshments will be available all day, and the affair will end with dinner in the evening.

Any nurseryman who wishes to attend should send his reservation to the Princeton Nurseries as soon as possible; he does not need an official invitation through an association, states P. P. Pirone, secretary of the New Jersey Association of Nurserymen. There will be no set program, the whole day being planned for relaxation. The refreshments will be supplied by the New Jersey Association of Nurserymen, the rest of the party being provided by the nursery firm.

More than 300 acres of the holdings of the Princeton Nurseries have been producing such vegetables as tomatoes, green beans and cabbage to aid in the wartime food program.



Ross R. Wolfe.

Commission has authorized loading with merchandise freight any refrigerator cars at points east of the continental divide to destinations west of the eastern boundary of New Mexico, Colorado, Wyoming, Montana and El Paso, Tex.

### TAX CHANGES.

No important change in income taxes is expected before 1946 except for corporations engaged in war work. It should be noted that the provision of the tax adjustment act of 1945, increasing the excess profits tax exemption from \$10,000 to \$25,000, is not effective until the end of this year.

When Congress convenes again, action may be taken for minor tax reductions in 1946. The most common proposal is the abolition of the three per cent normal tax, formerly called the victory tax, which will chiefly af-

# Pennsylvania Summer Meeting

By R. P. Meahl

The summer meeting of the Pennsylvania Nurserymen's Association, which was held at the Hotel Yorktowne and the Outdoor Club, York, August 7 and 8, had excellent attendance, with several visitors from Maryland and New Jersey.

The meeting was called to order by President Louis E. Wissenbach, Squirrel Hill Nurseries, Pittsburgh, who then reported on the A. A. N. chapter representatives' meeting at Chicago. The national organization is thinking toward the future and feels definite plans should be made for postwar adjustments. An educational program is being set up to induce greater buying of nursery products.

J. Howes Humphreys, veteran nurseryman, had an important announcement concerning workmen's compensation insurance. Because the number of minor accidents in nurseries has decreased during the past year, the rate has been lowered to \$1.35 per \$100, thereby saving nurserymen 15 cents for each \$100 of insurance carried. In order to keep the rate at this low figure it will be necessary for every nurseryman to stress the importance of accident prevention.

A talk on sales was given by John Weibenga, International Business Machine Corp., York, Pa., who pointed out that selling is an art rather than a science and that all selling should be approached from that angle. The main difference between the two is that in science there are basic rules and regulations which apply to a given situation, while art is based on the emotions and senses causing people to vary in their reactions.

Selling does have some rules, however. The basic requirements for the seller are health, honesty, ability, industry and knowledge of the business. For a successful sale it is important to gain the attention of the prospective client, arouse his interest, secure his confidence, develop his desire for the product, secure his order and, lastly, confirm the wisdom of his judgment in placing the order.

In making a sale be sure to prepare for the call, know the product and know the prospect's needs. Be sure to have selling aids along. Always make a definite appointment and be sure to keep it. In dealing with the customer, keep in mind possible repeat orders.

Of unusual interest was the round-table discussion on "How We Handle Nursery and Display Garden Sales." President Wissenbach was leader and reported for Pittsburgh. Others speaking on this subject were Russell Harmon, Stroudsburg; J. Franklin Styer, Concordville; R. J. Hively, York, and Charles M. Boardman, Weiser Park. A more complete report of this discussion will appear in another column.

Concluding the afternoon session were visits to the Enterprise Nursery and the Shiloh Nursery.

The morning session August 8 opened with a talk on "Teaching Nursery Practice in Institutions of



Louis E. Wissenbach.

College Grade," by Dr. E. I. Wilde, of Pennsylvania State College. Dr. Wilde explained in detail just what courses in basic science, humanities and applied science a student specializing in nursery work would get. His talk was of particular interest for nurserymen faced with the problem of securing and keeping a higher grade of personnel.

J. Franklin Styer, chairman of the State College committee, led a discussion on "How Can the Nurseryman Assist in this Program?" He pointed out the necessity of nurserymen's cooperating in all possible ways, especially in helping the college place students in nurseries for a season of practical experience.

Dr. Kenneth Hood, of Pennsylvania State College, spoke on "After the War—Then What?" He pointed

out that although no one knows just what is ahead, it is important to make plans. For continued prosperity, full employment is necessary. A study of events following previous wars shows that a boom period ensued for a few years immediately after the wars ceased. After that there was a severe drop in prices, followed by unemployment. To guard against similar occurrences, plans have been made for a support program if the drop falls below ninety per cent parity. This may slow up the drop, but is not believed to be a cure-all.

If reconversion is accomplished quickly, one may expect from eight to ten years of high prosperity for industry and thus create demands for agricultural commodities. New industries will be formed, providing larger employment. There will be a building boom, which will directly benefit the nurserymen. Everything points toward a greater development of rural-urban areas, which will mean more properties needing plants.

After this period, if things slow up, we may find ourselves overextended again. In planning for the future Dr. Hood recommended putting surplus money back in the business, reducing mortgages and investing in bonds.

Dr. Richard P. White, Washington, D. C., pointed out that membership in the A.A.N. pays, as indicated by the number of members who remain in the association. Only three of the entire A.A.N. membership dropped out through lack of interest the past year. He reported a good meeting in Chicago and said the executive committee was seeking a better liaison between A.A.N. and affiliated organizations, such as the American Rose Society and the American Society of Landscape Architects. The program of sending wires to members of the National Legislative Council to contact congressmen when specific bills are up for consideration was explained. It is essential that the industry be made more attractive to young men, he said. The training programs at the colleges will help, although their courses will mainly equip boys who wish eventually to go into business for themselves. The immediate need is for vocational training.

The final speaker was R. P. Meahl, of Pennsylvania State College, who told of some of his experiences in the army, from which he was recently released.



## Handling Display Garden Sales

One of the high lights of the summer meeting of the Pennsylvania Nurserymen's Association, August 7 and 8, at York, was the discussion on "How We Handle Nursery and Display Garden Sales." President Louis E. Wissenbach, Squirrel Hill Nursery, Pittsburgh, was leader and started the discussion on practices at his nursery. He said the grounds are located near the highway with parking on the street, but felt the need for a regular parking space. Plants are balled and placed in beds of peat or peat and soil the same depth as in actual planting. There is a definite advantage in this, for the plants will look the same size, both at the nursery and after planting at the customer's property, while plants set on top of the soil always give the appearance of being larger than they actually are. Beds have grass strips or blocks for edging, and gravel is used for walks. Evergreens are placed near the street, with azaleas used to brighten the beds. All varieties are labeled with common names and prices. On the reverse side of the tag is a code of wholesale prices for dealers. The same price has been in effect for both cash-and-carry sales and landscape jobs.

Among evergreens the best sellers are upright and spreading yews, hemlocks and pyramidal junipers, while in deciduous material, barberry, privet, spiraea, honeysuckle and lilac have moved best. Large specimens are not so desirable. A good grade of burlap is used, and for fastening the ball nails have been more satisfactory than twine or rope. Any plants left over are reballed for the next season. Insecticides and fertilizers are carried as profitable side lines.

Russell Harmon, LaBars' Rhododendron Nursery, Stroudsburg, stated the firm's sales ground contained about one and one-half acres and is laid out as a miniature nursery, with rows and blocks of plants. Grass strips are used, and sales are made from the rows. Burlap is left around the balls. The same price prevails whether sales are cash-and-carry or delivered. However, little delivery is made and none beyond a 3 or 4-mile radius.

The better types of plants, both evergreen and deciduous, have moved faster than the ordinary, more common ones. The nursery, being located in the heart of the resort section, draws a high-class trade, the majority of which is better educated as to good plants. There is little call

for novelties. Many people are learning how to plant material, thus removing the necessity of delivery.

Regular burlap is ordinarily used, although white flour sacks are being used in greater numbers. Sawdust, six months old or older, is used for heeling in plants except rhododendrons, for which fresh sawdust is used. Postwar improvements include better containers for flowering plants and a lath house for shade-loving plants.

J. Franklin Styer, Styer's Nurseries, Concordville, said he used sawdust or peat in the beds for heeling in the plants. Either burlap or Cloverset pots are used, the latter especially for roses. A lath house is provided for rhododendrons and the broad-leaved evergreens. Most deciduous trees and shrubs are heeled in without a ball. Evergreens and deciduous shrubs sell in about equal quantities, with most of the deciduous material in small sizes. Shade trees are rather difficult, possibly because of a short selling season, although placing in tubs should overcome this. Everything is labeled with the common name and the price. Showy, more vividly colored plants have moved faster, mainly because a different type of buyer is prevalent. This group is made up of war plant workers, who for the first time in their lives are able to afford plants.

R. J. Hively, Shiloh Nursery, York, uses peat and sawdust, old if possible, for heeling in. Prices are kept near catalog listings. Sample plantings are on hand, from which customers can make variety selections to be brought in from the rows. The showier type of plants, such as red maple and blue spruce, is faster-moving, with a good turnover in taxus and roses. Shade trees are slow, especially Chinese and American elms and mountain ash. Slow-moving items are used on landscape jobs. Since the nursery is off the main road, accessories are confined to fertilizers and lawn seeds. Delivery is free up to ten miles. It has been found that people can plant their own material if necessary, especially if educational booklets are furnished.

The discussion was closed by Charles M. Boardman, Farr Nursery Co., Weiser Park. He told of the firm's first display grounds, which were established along the highway. They attracted many visitors and were worth while, but parking became an acute problem.

Later other areas were developed away from the highway where parking could be handled. These areas are adjacent to a large barn, which has proved valuable for holding spring flower shows, such as displays of lilac varieties in season.

A series of small gardens has been developed, along the department store idea of sample rooms. There are also samples of various types of plants used as hedges. Near these gardens are perennial frames, where the plants are labeled and priced and where trowels are provided for customers to serve themselves with the aid of a boy to wrap up the plants. Roses are placed in Cloverset pots and are put in bins. At each bin are the name and price of the variety, together with a colored plate showing the flower.

Bright showy material has been more popular with the majority of the sales ground customers. No deliveries are made on orders of less than \$5 in the Reading area, and a sliding scale is used for other areas. Burlap is used for wrapping the ball, but cotton mesh is also used. Peat is used around the plants, but in many cases old hay has proved a satisfactory substitute when packed around the bases.

STEVE VERHALEN, Scottsville, Tex., president of the Texas Association of Nurserymen, welcomed another son August 3, named John Braymer Verhalen.

W. E. BOWERS, Jr., son of W. E. Bowers, proprietor of Stone Mountain Gardens, Decatur, Ga., is with the occupation forces at Berchtesgaden, Germany, as staff sergeant. Mr. Bowers enlisted while a student at the University of North Carolina and was given a nine months' course at Princeton University, being among five out of a large class to be assigned to the intelligence corps.

LUKE C. MAY is president of the Lexington Nurseries, Inc., Lexington, Mass., which purchased the land, buildings, etc., of Joseph Breck & Sons Corp., at Lexington. The corporation was formed in February, 1944, and the stock was acquired by Mr. May in September, 1944. The same type of retail business is carried on as before, with a full line of supplies in addition to nursery stock. The property includes seventy acres of land, five greenhouses, packing sheds, a modern garden store and a woodworking shop.

# Krider Host to Indiana Meeting

By R. Morgan Smith

The call for a summer meeting of the Indiana Association of Nurserymen August 7 met with a big response. The Krider Nurseries had extended an invitation to hold the meeting at Middlebury to celebrate their fiftieth anniversary. The visitors kept Vernon Krider and Clarence Wesdorp busy making conducted tours through the nursery, which was remarkably clean despite the labor shortage. This is a sandy country and quite different from most parts of Indiana.

The packing and shipping rooms are in process of remodeling for greater facilities. The whole layout is on a large scale.

While most nurseries have their blocks of growing stock in no particular order, those at the Krider Nurseries are arranged so a truck going out for stock can follow a certain road and pick up all the different kinds without going out of the way. The stock is then brought into the storage building and placed in bins for the men filling orders. The whole system is a marvel in efficiency, and a large volume is handled in this manner. The Krider Nurseries do strictly a mail-order business. Middlebury has a population of less than 1,000, but the government had to build an \$84,000 post office to handle Krider's business.

Last spring, with a large volume of orders still unfilled and nursery work crying to be done, it was necessary to stop all shipping and two girls were kept busy for weeks returning money to customers.

There is a large settlement of Menonites near Middlebury. These people believe in deriving their livelihood only from the soil; they would not work in munition factories and consequently the Krider Nurseries benefited and employed many of these excellent workers.

The registration book held the names of nurserymen from Ohio, Illinois and Michigan. The meeting was held in the high school gymnasium. This fine large building was built when Mr. Krider was president of the school board, and the grounds were beautifully landscaped by the Krider Nurseries.

President Devol Ernst called the meeting to order, and Dave Nihart, of the Krider Nurseries, welcomed the gathering to Middlebury. Mr. Krider then introduced John W. Balyeat, who gave Krider's its first mail order for 2,000 strawberry plants at \$2

per thousand. This money paid for the first catalog published, a 4-page affair printed in 1906.

Mr. Ernst then introduced Arthur H. Hill, of Dundee, Ill., newly elected president of the American Association of Nurserymen. Mr. Hill gave a splendid talk on our national association and told of the important things that were discussed and acted upon at the recent meeting held at Chicago.

Floyd Bass, who served as delegate from Indiana to the Chicago meeting, made a splendid report of the proceedings as he observed them. The



Vernon H. Krider.

meeting then adjourned for a lavish chicken dinner provided by the Krider Nurseries, which was served by the war mothers of that district, unit 200, with Mrs. Krider much in evidence.

Leslie Petrie, of the Charles F. Irish Co., Cleveland, O., opened the afternoon session with a series of colored slides of large tree-moving operations. Moving trees with 14-foot balls of soil was standard procedure with his company, he said, and before and after effects were shown. The moving was done often when the temperature was below zero. One unusual feature was the mass of fibrous roots left projecting from the bottom of the ball. These roots were combed out purposely, he said, because leaving all the soil on them inclined the ball to fracture, and as the roots had abundant protection by padding and covering there was no danger of injury. There was such a mass of roots

showing that it looked like a head of hair. Mr. Petrie claimed almost 100 per cent success in transplanting by its method. He said that perfect drainage and soil preparation contributed largely.

Pictures of beautiful flowering trees of all descriptions, as well as rhododendrons, azaleas and masses of naturalized spring flowers, made a dazzling display and proved that the climate of northern Ohio is certainly more advantageous to many things than the climate of most parts of Indiana.

Mr. Petrie showed how, by the practice of removing or trimming certain trees on large estates, they had opened up beautiful vistas otherwise obscured by dense tree growth.

The next part of the program was devoted to a discourse by a panel group made up of Vernon Krider, Oliver Hobbs, J. C. Bunch and R. W. Schmidt. Mr. Ernst arranged to have them all seated in front of the audience and questioned them about the advantages and disadvantages of their particular lines of endeavor. Mr. Krider related how he had, over the years, carried on a general nursery, landscape, mail-order and agency business, but gradually dropped everything, even wholesale, except the mail-order business, which he now follows exclusively, pushing particularly perennials and roses. He said, after all of his varied experiences, that he likes the mail-order business best.

Mr. Hobbs has been through about the same experiences that Mr. Krider related, and his company has ended up doing exclusively a wholesale business, which he said suited the firm fine, despite its difficulties.

J. C. Bunch, of Terre Haute, does a general landscape business. He said at first he was forced to purchase his stock and, after finding it more or less unsatisfactory from a standpoint of quality and delivery, established his own nursery and display grounds. He stated that he likes the landscape business. His strong forte is thoroughly to prepare the soil for planting and get sufficient money for the job so that he can turn out first-class work, and he follows it with proper maintenance. If he cannot do the jobs his way, he does not take them.

R. W. Schmidt, of Marion, does service work with a smile. He has a genial disposition and has worked up a substantial business in and around Marion. While he makes money on  
(Concluded on page 12.)

# Michigan Midsummer Conference

August 9, a good representation of Michigan nurserymen gathered to hold a one-day conference at the Four Flags hotel, at Niles. The day was not too warm, and with rumors spreading that the Japanese were on their knees, everyone was in a fine mood to enjoy the not too strenuous meeting.

The afternoon before, about twenty-five nurserymen arrived to stay over night. These, with members of the executive committee, were entertained informally by Alex and Harold Hunziker. Earlier in the evening the executive committee met at the hotel for a short business meeting.

The morning meeting opened with a talk by W. G. Armstrong, master, Michigan State Grange. Mr. Armstrong lives at Niles and operates a farm outside the city which has been owned by the family for 100 years.

In connection with his work on the noncompensated Michigan Tourist Council, Mr. Armstrong told of the tremendous postwar business Michigan would enjoy from tourist travel. This amounts to about \$500,000,000 in a normal year, or about equal to all the agricultural activities of the state.

From his experience on the State Board of Agriculture, the governing body of Michigan State College, he urged nurserymen to become interested in the legislation that affects the operation of the college. He urged the need for strong organization, 100 per cent if possible, to lend weight when talking to government agencies.

Clifford Emlong, of the Emlong Nurseries, Stevensville, gave a short report on the chapter representatives' meeting at Chicago. He said that high lights were the talks of various chapter representatives on postwar problems of sales promotion and on the need for statistical research. The desire for more studies in new varieties and in the development of machinery was expressed in several quarters, according to Mr. Emlong. Many other suggestions were offered, to give the association plenty to work upon for some time.

President Walter Coon, Farmington, told of the selection by members of the association of Harold E. Hunziker, Niles, to be sponsored for appointment to the new 5-man agricultural commission. He urged that Michigan nurserymen write Governor Kelly suggesting the appointment. Arthur L. Watson, Grand Rapids, recommended that the asso-

ciation send a telegram to the governor.

## Training Course Outlined.

Prof. Roy E. Marshall, Michigan State College, East Lansing, reported on the recently outlined training course for nursery employees. The course is basically vocational, the students to attend two fall and winter terms at the college and to be placed in nurseries for two 6-month periods. This course may be the first of several such courses, as courses for forest rangers and farm implement students have already been outlined. It is planned that a full-time nursery counselor will be appointed to operate the course. Dr. Hamner has been appointed to do considerable work on nursery problems, Professor Marshall announced. Dr. H. B. Tukey will soon come to Michigan State College from New York state to be the new head of the horticulture department. Dr. Tukey has been a great friend of the New York nurserymen and will be welcomed to Michigan. Dr. V. R. Gardner will devote all his attention to work as director of the experiment station.

## New Shopping Centers.

By the time luncheon was served, more nurserymen had driven in, so that sixty-five were seated.

The first talk after luncheon was by Al Deminston, from the sales promotion department of the Kawneer Co., store front manufacturer, at Niles. Mr. Deminston urged a greater use of city planning, citing the plan of Washington, D. C., and the revised lake front plan in Chicago as fine examples. He predicted greater use of retail outlets on outskirts of towns where ample parking could be had. This may force the main streets to change their outmoded setups. He stressed the idea of better store layout and appearance in the new stores to come.

Mr. Deminston described the retail shopping center of Linda Vista, Cal., as one of the most modern layouts. It includes a park in front, with trees, shrubs and lawns. Parking areas are to the rear and sides of the stores. Examples of what can be planned for old shopping areas are New Rochelle, N. Y., and Elkhart, Ind.

The new conception of store display is open fronts, with large areas devoted to plate glass. These fronts allow for living ornamentation, such as window boxes, small grass plots,

tubbed evergreens and trees, as well as shade trees by the curbs.

## Postwar Retail Outlets.

In a round-table discussion on postwar retail outlets for nursery stock, the following took part: Mail-order, Harold H. Goldstein, Goshen, Ind., past president, National Mail Order Nurserymen's Association; store sales, Rolland W. Tisch, Tisch Nurseries & Greenhouses, Marne, Mich.; sales lots, Irvin Cedargreen, Stahelin's Nurseries, Detroit; landscaping, Harold E. Hunziker, Niles, secretary, National Landscape Nurserymen's Association.

For the mail-order men, Mr. Goldstein saw difficulties in obtaining materials and nursery stock supplies in the first year or two after the war. He thought the first thing needed was better literature and education for the customers. He stressed the need for greater use of color in catalogs. He thought it a good idea to look for new things to offer the customers as well as to keep stock well balanced. He thought this a splendid time to build up good will with good merchandise. Mr. Goldstein closed his remarks with a suggestion that the old countries might be good markets for some types of nursery stocks.

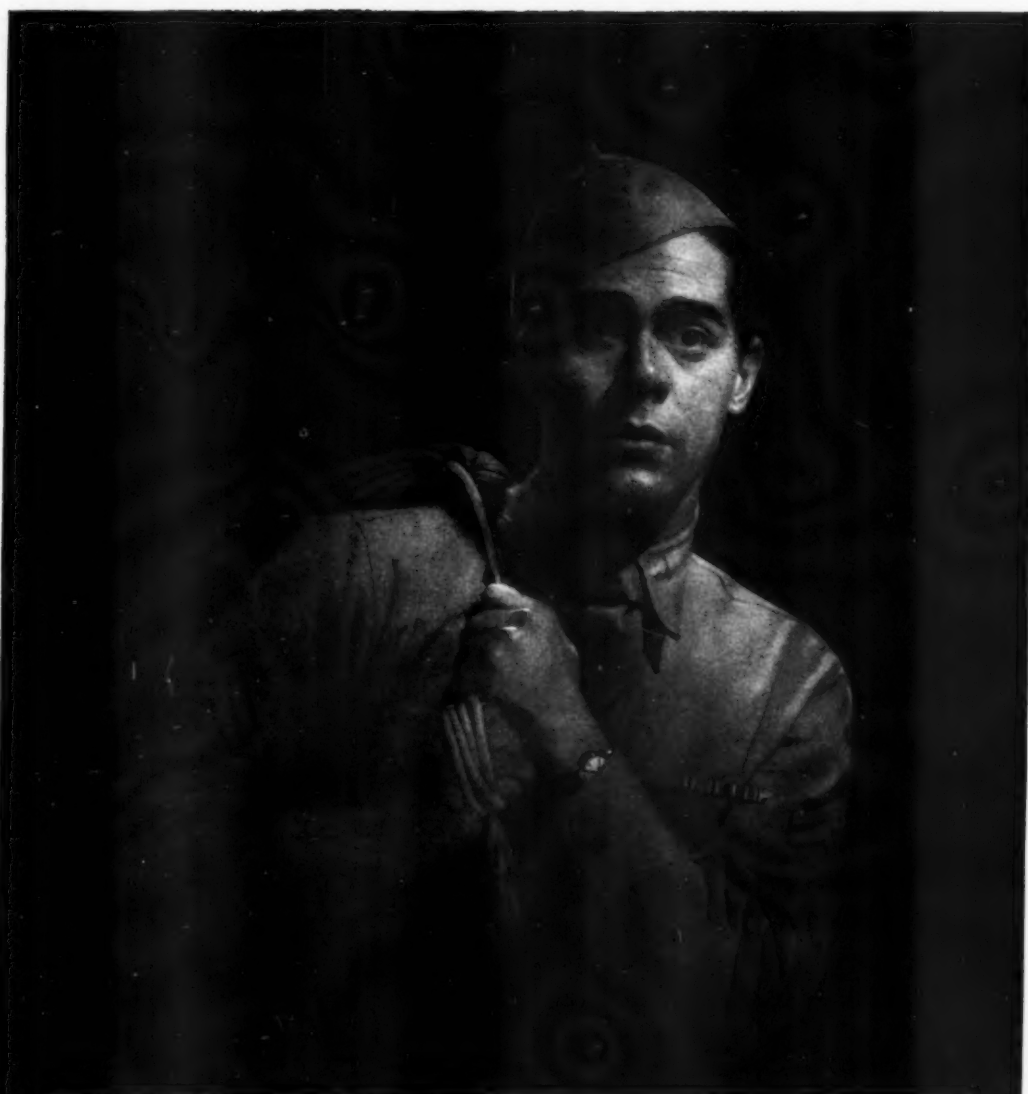
In store sales, Mr. Tisch saw a greater rather than a lesser development. Some stores are planning greenhouses in connection with their displays, and certainly modern sales lots, with trained personnel, will be evident after the war. Mr. Tisch asked the audience if we were really creating a new market through the stores or diverting sales to new outlets. After much discussion it was the general opinion that store sales had their place and it was up to the nurserymen to be enough on their toes to meet any competition they created with even better and fresher merchandise and with more personalized service to their customers.

Irvin Cedargreen saw a greatly increased outlet for nursery stock through sales lots in the future. He noted that customers were becoming more critical and that proper handling of nursery stock would be the result. He saw a need for better salesmanship and for more attractive and better packaged displays.

Harold Hunziker, speaking for the landscape men, told of the recent meeting in Chicago with representatives from all parts of the country. He told of these men's desires to

(Concluded on page 26.)





## WHAT NOW?

World War II is over, but the peace is yet to be won. In May we dedicated this space to our courageous boys who will not come home. Today it is inscribed to all homeward bound. To these lads, your sons and mine, we are deeply indebted. We who have sacrificed little or not at all must pledge our help in securing the future welfare of these boys.

*Geo. J. Ball.*

**INDIANA SUMMER MEETING.***[Concluded from page 9.]*

his labor, he says most of his profit comes from supplies, accessories and plants replaced. His men are all insured, and he deducts this insurance from the men's wages, something few nurserymen do. Mr. Schmidt said he was well satisfied with the type of work he was doing. The general satisfaction expressed by all four speakers brought a laugh from the assemblage.

This panel group was followed by another, discussing off-season work, in which many nurserymen are interested now.

A. W. Fox, vice-president of the Indiana Association of Nurserymen, does a general landscape and nursery business, but when the fall season closes, he begins to make wreaths and other decorations from branches, cones and berries gathered in the nursery, mainly from plants that other nurserymen would grub out. He had some samples of his work on display and said that he sells all that he can make up. Even the evergreen tree trunks are sawed up into suitable lengths for the fireplace, and people buy them for the fragrance given off when burning. He even sold bundles of branches which were not suitable for decorations.

Merle Esterline, of Eagle Creek Nursery, Indianapolis, then told of summer planting operations, which he does extensively. By carefully digging all stock with a ball, or potting in advance when dormant and storing in a protected place until planting time with constant maintenance, he reported about 100 per cent success in handling many delicate varieties of trees and shrubs all through the summer season. In this manner he keeps his organization intact.

I. J. Matthews, of Gary, told how he operated his store and sales lot. He handles only high-grade merchandise and sells large quantities of grass seeds, fertilizers, insecticides, soil, peat moss and garden tools. He does not have balled evergreens lying around to dry out and deteriorate, but sells only freshly dug plants or those that are potted up like roses and perennials. He has considerable foreign-born patronage, and those who cannot speak English will often bring in empty containers in order to get exactly what they want.

Alex Tuschinsky, of Indianapolis, spoke of doing a large potted plant business, which lasts late in summer. Besides the thousands of roses, he pots up flowering trees, fruit trees, fruit bushes, perennials and a long list of flowering shrubs, using Cloverset pots. He has been doing this for several years, and his customers have been successful in handling these items.

Members of this panel were asked by President Ernst to express their views on the labor outlook for fall. All but Mr. Matthews thought there would be little change over the present situation. Mr. Matthews, being in an industrial region, is already feeling the effects of some of the shut-downs there and consequently has all the labor he needs.

Harold Hunziker, secretary of the Michigan Association of Nurserymen, rose to extend an invitation to the Michigan meeting, held August 9 at Niles.

After the meeting, Devol Ernst, R. Morgan Smith, J. E. Ireland, of Onarga Nurseries, and I. J. Matthews, upon invitation, visited the Victor Judson Fruit Farms, at Bristol. They were all distracted by the ripe strawberries, but of most interest were the modern packing and storage buildings for handling strawberry plants. Mr. Judson digs his strawberries in fall and places them in cold storage for spring delivery. He cultivates them with a rotary hoe and digs them with a revamped potato digger, which he improvised. This machine digs the plants, shakes the soil loose and elevates them into a trailer, which when filled is detached and hauled to storage.

**KRIDER'S FIFTY YEARS.**

Today treasurer and general manager of Krider Nurseries, Inc., Middlebury, Ind., which is celebrating its golden anniversary, Vernon H. Krider started the business on the family farm. Just after completing his high school education in 1893, the youth was given two acres on which to grow plants to raise money to go to college. He planted dewberries, blackberries, raspberries and strawberries, but made no sales of stock until the spring of 1896. Con-

tinuing the production of berry plants, in the fall of 1898 the young man bought a 30-acre farm adjoining his father's and hired a man to run it while he taught school winters. In 1902 young Mr. Krider traded his farm to his father for the original Krider holdings and sold them in 1904, intending to resume his education. But he gave up the plan of going to college and the next year bought a farm of forty acres, moving his plantings to the new location.

This property was sold and more purchased until now the firm, incorporated in 1922 with Mr. Krider secretary-treasurer; B. F. Teters president and B. B. Balyeat vice-president, has 405 acres in one block. Perennials were added when a greenhouse was built in 1924. In April, 1925, fire destroyed buildings, seeds, propagating stock and equipment, but the structures were soon reerected. Landscaping, added to the Krider services in the 20's, was discontinued in 1934, and a mail-order department was pushed, mailing lists being built up through exhibits staged at the various world's fairs. Perennials and roses have been specialties during the past few years. One of the newest additions to the firm's stock is the new thornless Festival rose, of which all the patent rights and stock were recently purchased by Krider's.

At the beginning of the war more than 100 persons were employed, but last season about twenty-five men and thirty-five women were on the staff. Today's officers are Dr. M. S. Teters, president; Clarence Wesdorp, vice-president and superintendent; Kenneth V. Krider, secretary, and Vernon H. Krider, treasurer and general manager. Directors are Frank A. Walker, Ellsworth Varns and Vernon Shoup.

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We can furnish carload lots of the following:

**Irish Juniper**, 2 to 3 ft., **\$1.25**; 3 to 4 ft., **\$1.75**;  
4 to 5 ft., **\$2.50**.

**Woodward Globe Arborvitae**, 12 to 15 ins., **\$1.00**;  
15 to 18 ins., **\$1.25**.

**Norway Spruce**, 2 to 3 ft., **\$1.75**; 3 to 4 ft., **\$2.75**.

**Pfitzer Juniper**, 15 to 18 ins., **\$1.50**; 18 to 24 ins., **\$2.00**.

**I. E. ILGENFRITZ' SONS CO.**

Monroe, Michigan

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### BUYS THORNLESS ROSE.

All of the patent rights and stock of a new thornless rose, the bright red Festival, have been bought by Krider Nurseries, Inc., Middlebury, Ind. It is an everblooming hybrid tea sport of the E. G. Hill rose and was developed by Lenton Newman, Tyler, Tex., who assigned it to the Dixie Rose Nursery, Tyler, patent No. 545 being granted September 29, 1942. The price paid by Krider's was announced as \$10,000.

Krider's describes the Festival rose as follows:

"In hardiness, sturdiness, habit of growth and free-blooming qualities, it strongly resembles its parent, but its crowning feature lies in the fact that it is absolutely thornless. It has been budded and tested through ten generations and shows no tendency to revert to a thorny type.

"Its color is the bright red of the E. G. Hill, but our observation is that it has a slightly more vivid scarlet tone than its parent. Extremely large and double blooms open uniformly good from plump, rounded buds. In ideal situations blooms will reach six inches in diameter at the base.

"Flower stems are long, well spaced on the plant and as smooth as the branch of a willow. In good

## EUONYMUS ALATUS COMPACTUS

Bright red fall colors. Fine hedge shrub.  
18 to 24 ins., \$40.00 per 100; 2 to 3 ft., \$60.00 per 100;  
3 to 4 ft., \$85.00 per 100.

### EUONYMUS ALATUS

2 to 3 ft. and 3 to 4 ft., 20c less.

**L. E. ILGENFRITZ' SONS CO., Monroe, Mich.**

## 500,000 Evergreens

In All Leading Varieties and Sizes. TAXUS a Specialty.

## 100,000 Shade Trees

OAKS, MAPLES, GINKGOS, PLANES, SWEET GUMS

and others from 1 1/2 to 6 inches caliper.  
After eight years of intensive planting we can now offer a fine assortment of clean material. Price list on application. Let us know when you are coming and we will meet you at depot. One hour from New York City.

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Christmas, Dicksonia, Lady, Marginal,  
Maidenhair, Spinulosum  
\$3.00 per 100.  
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Write for list.

WILLIAM CROSBY HORSFORD, Charlotte, Vt.

### HEMLOCKS

Write for prices on our fall stock.

### CURTIS NURSERIES

CALLICOON NEW YORK



## Carolina Meeting

seasons, with plants in properly prepared beds and properly cared for, 3-foot stems are common.

"Plants start to grow remarkably soon after planting and begin blooming heavily before full growth is reached. Plants here at the nursery began to open blooms just ten weeks after planting.

"Tests have shown that it is even a better fall rose. The plants reach the peak of their growth in September, and the late September and October blooming period seems to bring them to their peak of beauty.

"Foliage is exceptionally good—dark green in color, though a distinct red when first starting, well spaced on the branches and seemingly not very susceptible to leaf spot. Plants at the nursery have now been in place twelve weeks through some of the dampest and coldest spring weather we have ever experienced, and the foliage shows no signs of leaf spot, and no dusting or spraying has been done.

"Paul Neyron is, of course, a rose without thorns, but it is a perpetual and cannot be classed with Festival, which is a monthly blooming hybrid tea.

"We are unable to find where any other thornless rose has ever been offered, but will not claim that this is the only thornless hybrid tea ever discovered. We believe it is the only one, but will not make that as a statement of fact until we can definitely verify it. We do know that it is the only red hybrid tea to be grown without thorns.

"Climbing Festival (patent pending) has been developed from the bush form and is as free from thorns as is the bush. It is a splendid grower and a prolific bloomer, with scattered repeat blooms throughout the summer."

### ORCHID PRINCESS.

Miss Eleanor Rozilla Jones, daughter of Rodney Wilcox Jones, New Rochelle, N. Y., president of the American Orchid Society, will be the orchid princess and will be presented to the queen of the thirteenth annual Cotton ball, at Chattanooga, Tenn., September 15, when she will be the guest of Mr. and Mrs. Clint McDade, of Rivermont Orchids, Chattanooga, and the Semmes Nurseries, Crichton, Ala.

LIEUT. RALPH C. GRIFFING arrived at Beaumont, Tex., August 8 from overseas service to spend a 30-day leave with his wife and three daughters and his parents, Mr. and Mrs. Walter C. Griffing.

The North Carolina Association of Nurserymen held a 2-day meeting at the town hall at Siler City, August 9 and 10.

At the opening session, on the afternoon of August 9, a welcoming address was made by Mayor O. B. Reitzel. Harry Nettles, of Asheville, gave an interesting talk on legislative matters of interest to the nurserymen.

Glenn Gilmore, president of the association, gave all the members and guests a fish fry at the Gilmore farm clubhouse. Special speakers were Lieutenant Governor L. Y. Ballentine, who spoke on the importance of nurserymen, and Congressman Harold D. Cooley, who gave an interesting talk on his recent trip to Europe, in which he stated that newspaper reports had not exaggerated the suffering in the concentration camps which he inspected while in Europe.

The fish fry was attended by 100 or more people. The entertainment was furnished by May's band, of

Fort Bragg, besides tap dancing and a magician.

Friday, August 10, there was a good attendance to hear members of the State College staff. Dr. M. E. Gardner, head of the horticulture department, gave an interesting talk on department activities. F. H. Brant, of the state highway commission, talked on roadside improvements and pointed out that there was a plan under way, under which some of the native stock would be used. Dr. C. H. Brannon, state entomologist, spoke on various items in his department of interest to the nurserymen. Dr. Otto Veerhoff, associate horticulturist, spoke on peach varieties and tests at the Sandhill experiment station, Eagle Springs. N. C. Dr. Carl Van Dearman, of North Wilkesboro, spoke on varieties of apples from western North Carolina. Dr. B. F. Fulton, of State College, spoke on insect control and the recent experiments with DDT. Dr. E. Morrow spoke on bramble fruits.

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A very complete line of  
ORNAMENTAL TREES, SHRUBS  
and EVERGREEN SHRUBS,  
including many scarce items.

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### NORTHERN COLLECTED EVERGREENS

Canadian Hemlock  
American Arborvitae  
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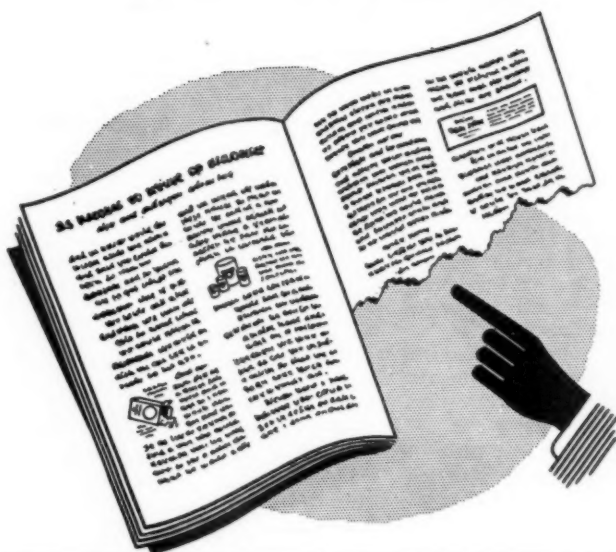
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SUPERIOR  
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Mrs. Jewel Henley, of the North State Nursery Co., Julian, was elected secretary and treasurer of the association to fill the vacancy caused by the resignation of L. G. McLean. All the other officers were elected for a year at the January meeting.

The next meeting will be held at Raleigh in January, the date to be announced later.

The association was honored by having Henry N. Boyd, McMinnville, Tenn., president of the Southern Nurserymen's Association, present for the meeting August 10.

Luncheon was served at the Chat-ham hotel, and all present were the guests of Glenn Gilmore. Immediately after the luncheon, the executive committee of the Southern association held its meeting.

Mrs. Jewel Henley, Sec'y.

CLIFF HUXLEY has purchased the Morningside Nursery, Inglewood, Cal., formerly owned by George Kirby.

LAWRENCE SOUTHWICK, research assistant at Massachusetts State College, left August 31 to take a position with the Dow Chemical Co., Midland, Mich. He had been associated with Dr. J. K. Shaw in the Massachusetts trueness-to-name inspection service.

### ORDER NOW FOR FALL DELIVERY

3000 Juniperus Pfitzeriana, 2 to 3 and 3 to 4 ft.  
250 J. Hill's Golden, 2 to 3 ft.  
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1 acre of peony clumps, purchaser to remove.  
1 block of assorted evergreens (at Ashford, N. C.) just coming to landscape sizes, close to R.R.  
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65,000 Weigela Eva Rathke. All Sold.  
Place your orders now for 1946 and 1947.

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### CANADIAN HEMLOCK and AMERICAN ARBORVITAE

Collected Native Stock	Per 1000
3 to 6 ins.	\$ 6.00
6 to 9 ins.	10.00
9 to 12 ins.	18.00
12 to 18 ins.	25.00

Cash please.  
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Box 37 Charlotte, Vt.

### ORDER NOW Fall or spring delivery.

	Per 1000
Green Ash, 4 to 5 ft.	\$50.00
Laurel Willow, 2 to 3 ft.	30.00
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Ponderosa Pine, X, 8 to 12 ins.	\$15.00
Juniper Scopulorum, X, 12 to 18 ins.	12.50
Juniper Scopulorum, X, 18 to 24 ins.	17.50
Black Hills Spruce, XX, 9 to 12 ins.	15.00
Colorado Spruce, X, 6 to 12 ins.	15.00
Mugho Pine, X, 8 to 12 ins.	25.00
Common Lilac Hedge, 6 to 8 ins.	4.00
Tatarian Honeysuckle Hedge, 12 to 18 ins.	5.00
Russian Olive Shrubs, 3 to 4 ft.	20.00

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Great Falls, Mont.

### LINING-OUT STOCK CHINESE CHESTNUT

Pure mollissima stock, thrifty, well grown, from the very best seeds obtainable. Top quality, quantity limited. Prices to nurserymen.

**THE GOLD CHESTNUT NURSERY**  
Cowen, W. Va.

# Iowa Meeting at Charles City

By C. H. Heard

The Sherman Nursery Co., Charles City, was host to the Iowa Nurserymen's Association August 8. Several nurserymen arrived on the evening of August 7, and an informal meeting followed a dinner given by the host firm at the St. Charles hotel.

Some of the larger nurseries which were close enough to base prisoner of war camps reported that they had been able to obtain war prisoners to help out. Recent changes in regulations, according to Prof. J. R. Fitzsimmons, who has been loaned by the college to assist in this work, give growers of emergency crops a distinct advantage, and some nurserymen reported that they had been unable to keep as many prisoners of war as they needed. Corn detasseling, bean and pea canning and other seasonable work are given a higher rating than nursery work. As a result, some prisoners of war have been taken from nursery work to meet the need.

Professor Fitzsimmons made the interesting statement that one per cent of the people love the earth and want to farm. They are not happy for long periods in any other types of work. These men develop into our best permanent employees, and many of them become keymen. Reports of nurserymen varied on the desirability of using Mexicans and Bahamans.

The "on the job" training provision included in the GI bill of rights came in for attention. Details of this program can be obtained from your nearest Veterans' Administration office.

A short but lively discussion of taxation of nursery stock followed. The need for clarifying some rather ancient legislation was pointed out, and a committee was appointed to look into the matter and make recommendations. Harold Parnham stated that checks issued to the state or government for taxes and other controversial payments be indorsed "Paid under protest." This facilitated refunds in case of favorable decisions, while refunds for checks not so marked might be obtained with extreme difficulty if at all.

The meeting August 8 was well attended. The morning was spent in looking over the nursery, which was in excellent shape. Several visitors were much interested in a new Allis-Chalmers tractor and its attachments, which were doing an excellent job of cultivating. Apologies of Clifton

Smith were profuse over a couple of anemic weeds one of the visiting nurserymen saw in an off corner.

The company served dinner in the spacious storage shed. Besides the Iowa members, Minnesota and Nebraska nurserymen were well represented.

After the dinner, there was a short informal meeting, at which Harley Deems introduced the Sherman employees, one of whom produces excellent honey as a side line. Ample amounts were on the table. Visitors and guests were presented, after which the meeting was turned over to Carl Baumhoefener, who presided in his usual orthodox manner. The nurserymen attending gave the Sherman Nursery Co. a rising vote of thanks for its hospitality.

Prof. J. R. Fitzsimmons presented the national youth training program and gave some good suggestions for training new employees.

Reports on the stock situation were given by representatives of several wholesale firms. Some ornamentals seem to be scarce, as are larger sizes of fruit trees, but there is apparently a slight improvement in the supply of some items. Some wholesalers are not quoting until

they get a better check on their grade count. After the other wholesalers had their say, M. E. Cashman, Owatonna, Minn., offered some short but pertinent remarks. He expects to be able to get almost any kind of stock he wants for next spring. He further stated that there was an unusual amount of stock planted the past spring in spite of the labor shortage, and he predicted an oversupply in the not too distant future.

Wayne Ferris mentioned that one of the duties of the proposed assistant to the A. A. N. executive secretary should be to keep track of the amount of nursery stock growing in the United States. This would be of inestimable value to nurserymen by enabling them to keep the amount of growing nursery stock under better control. Disastrous surpluses would thereby be avoided.

Prof. Harry Nichols, of Iowa State College, Ames, stated that fruit production in Iowa was at a very low ebb. People want to plant more fruit. Last year the emphasis was largely

The...

**"OLD SLATTON NURSERY CO."**

has many items not listed in its Trade List. Send your wants.

We appreciate your business.

**SLATTON NURSERY CO.**

McMinnville, Tenn.

Washington Asparagus, 1 and 2-yr.

Paradise Asparagus, 1-yr.

Peonies in good assortment.

Surplus and Want List now ready.

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1000 PIN OAK, 1 1/4 to 3-in. caliper.

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**An outstanding planting of Finished Trees.**

24 to 30 to 36 in.

also smaller sizes

Beautiful stock B&B.

Shipment in moss, if preferred, individually wrapped or bulked.

Also Tamariscifolia, various Pines, Concolor Fir, Colorado Blue Spruce, Colorado Silver Cedar, etc.

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New—Fragrant—Hardy

Pinkish-white flowers in May

Heavy pot-grown stock for lining out. Spring 1946 delivery.

Per 100 Per 1000

2 1/2-in. pots.....\$25.00 \$225.00

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No charge for packing if check accompanies order.

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**PRIVET and BERBERIS**

Splendid Stock

Write for Special Quotations

**LESTER C. LOVETT**

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**EVERGREENS**—In a large assortment of Thuja, Juniperus, Chamaecyparis and Taxus.

**LARGE SIZES**—Cryptomeria, Arborvitae, Pine and Moss Cypress.

**SHADE TREES**—Linden, Norway Maples, Oriental Planes, Oak and Ginkgo.

**ORNAMENTAL**—Flowering Cherries, Crab Apple and Beeches, named varieties.

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Westminster, Md.

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Leading wholesale source for Nursery Stock.

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**C. R. BURR & CO., INC.**  
Manchester, Conn.

Nursery Stock at  
Wholesale Only.

**ARTHUR DUMMETT**

Bernardsville, N. J.

on strawberries, raspberries and grapes, all of which come into bearing quickly. With the war over, he sees a great increase in the farm trade. He predicted that farmers will be excellent customers for the next five years at least. The small orchard, in his opinion, is definitely on the way back.

Henry Ness, veteran nursery inspector, reported that the California state quarantine on Oriental fruit moth has been lifted.

Bj. Loss reported an A. A. N. membership of 960, a record embracing ninety per cent of the total volume of business in the nursery industry in the United States. He said that the A. A. N. is planning for postwar promotion and doing some necessary research work.

The only damper on the meeting was the necessity of keeping the attendance within the ODT convention requirements, which necessarily limited the notices sent out.

Charles City, frequently the coldest spot in the state and on occasions one of the wettest, saw a couple of days of absolutely perfect weather.

### LIVING MEMORIALS.

Recognizing the general interest in the movement to create memorials of World War II out of living plant materials rather than stone and metal, the Minnesota Horticultural Society has appointed a committee to study the possibilities in that state. In announcing the membership of the committee, the Minnesota Horticulturist carried the following editorial:

When this war ends many a community will feel the need to express a consciousness of the sacrifices made for it. Lately there has grown up a spontaneous movement throughout the country to make of the memorials to the dead of this war something beautiful and useful as well as lasting.

"Living Memorials" seems to express the new idea. Although the term has not been strictly defined, in the minds of many it means the more liberal use of living materials. There is considerable merit in the thought that only through the preservation and fostering of life can we memorialize those who died for these very things.

Memorial plantings may take many forms—arboretums, avenue plantings, conservation areas, parks and parkways, roadside plantings and many others. If carefully planned and cared for, these developments will no doubt be more appropriate than some of the not-so-beautiful or useful monuments of previous wars.

Recognizing the trend and feeling that the possibilities at least should be presented to every group considering a memorial, President Nicholson has appointed a war memorials committee. Through the efforts of this committee it is hoped that the wishes of the horticulturally minded people of Minnesota will be given consideration when war memorials are established.



## EVERGREENS

- We are one of the largest growers of evergreens in the country.
- You can't buy better evergreens anywhere.
- The next time you are in the market, try Willis first.

Price List Ready Now

**THE WILLIS NURSERY COMPANY**

Progressive Nurserymen  
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## BOBBINK & ATKINS

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Visitors always welcome.

Paterson Ave. E. Rutherford, N. J.

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Growers and Distributors of

**ORNAMENTAL NURSERY STOCK**

60 acres growing. Skaneateles, N. Y.

**Ornamental Trees, Shrubs and Evergreens**

Write For Our Wholesale Trade List

**W.-T. Smith Corporation**  
Telephone 2689 GENEVA, N. Y.

# This Business of Ours

*Reflections on the Progress and Problems of Nurserymen*

*By Ernest Hemming*

## SERVICES OF BULLDOZER.

Nurseries, like our own, that grow a fair quantity of good-size shade trees, have one worry, and that is that as the blocks get old and depleted, there are always a certain number of trees that must be grubbed out.

In the past we employed our men in this occupation in the wintertime. But for the past three years the labor just was not available to do this chore, and the unsightly and useless blocks were accumulating to the extent that they would represent quite an item of expense when the time came to dig them out.

While this was on our minds, we heard of a contractor who had a bulldozer in this locality. So we contacted him and learned of the cost and efficiency of using one. The results, both in speed and economy, make me want to pass the information along to others, for in my travels I have noticed we are not the only ones that needed it.

This contractor charged \$6.50 per hour, but cleared off even the worst spots in four to five hours per acre, and this included some 14-inch caliper oaks. The operator not only took the trees out, roots and all, but pushed them all in a pile at one end of the block so that the cleared ground could be plowed immediately. A skilled operator can apparently almost do tricks with a bulldozer. To remove a 6-inch to 8-inch caliper tree he would push against the tree with the blade about two feet up the tree. This would cant the tree. Then he would back up, put the corner of the blade in the ground at the base of the tree and then push; out would come roots and all, in about fifteen seconds. The larger trees he would dig around and then push over, afterward filling the hole and leveling off the soil into the hole so as to leave the whole area smooth enough to plow.

Out of curiosity I asked the operator how big a tree he could get out. He said any size. To remove the biggest trees, he would dig around them two to three feet deep, and then take the blade and push up a ramp of dirt so that he could push against the tree about six feet up. Then, he said, it was necessary to butt the tree and get it swaying; as the tree swayed away from him he would hit it again, making the weight of the

top do most of the work. It seems as though it would be a hazardous occupation.

By canting the blade he literally plowed out rows of old shrubs, roots and all, so that it is easy to clean up blocks of old shrubs as well as shade trees or evergreens. E. S. H.

## THE WEATHER.

The weather is always news to nurserymen. Last year we had a drought that did considerable damage. This year it has been wet, and since July 15 it has rained with a vengeance here in Maryland. The superstitious among our employees and neighbors blame it on St. Swithin, but whoever is to blame, we had better than ten inches of rainfall in two weeks. The Baltimore Sun said that wheat, tomatoes and tobacco have suffered to the tune of \$8,000,000 damage in Maryland. I do not know how nurserymen in the state have fared, but any small plants on rather flat land must have been hurt a little. E. S. H.

## LEATHERLEAF SNOWBALL.

The leatherleaf snowball, *Viburnum rhytidophyllum*, is one of those plants so aptly described by one

## NEW CROPS

We have made substantial new field plantings to have nursery stock for you during the next several home-building years.

Wholesale Only.

**VERHALEN NURSERY COMPANY**  
Scottsville, Texas.

## HESS' NURSERIES

Mountain View,  
New Jersey

well known nurseryman as "the plant that everyone asks what it is but no one buys." It is a broad-leaved evergreen with coarse leaves, silvery pubescent underneath, and is one of those plants that are hard to place well in a planting.

In the nursery we have an old stock plant fully ten feet high and eight feet broad that is so heavily laden this year with its 4-inch clusters of red berries that it seems one-fourth of the surface is bright red. Such a striking show of color does make people stop and look. This show of color will turn black in about three weeks. It is also my understanding that while this plant is hardy farther north, it does not flower nor fruit so well as it does here in Maryland. E. S. H.

O. Hoyer, landscape architect practicing in the vicinity of Los Angeles for twenty years, has taken over the management of the Del Amo Nurseries, Compton, Cal.

## PEONIES

Send us your want list for quotation or ask for wholesale list.

### THE COTTAGE GARDENS

N. I. W. Krick  
Lansing 15, Mich.



Be sure to get prices from "headquarters" for Taxus and Evergreens—one of the most complete and best-grown assortments in the country, available from our Newark, N.Y. and Shiloh, N.J. Nurseries. Write for prices.

**Jackson & Perkins Co.**  
NEWARK, NEW YORK

## Evergreens

### Barberry

### Privet

Write for wholesale price list.

### GARDNER'S NURSERIES

Rocky Hill, Conn.



Growers of a complete  
line of deciduous and  
coniferous species.

**JEWELL NURSERIES, INC.**  
Lake City, Minn.

## NORTHERN MAPLE

We have 800 to 1000 Sugar Maples, 8 to 10 ft., branched and well rooted. These are very nice for retail trade.

\$50.00 per 100, \$6.00 per 10.

### 2000 Platte River Red Cedar.

Twice transplanted, ready to dig October 1. Should run better than 10 to 12 ins.

\$65.00 per 1000, \$7.50 per 100.

No packing charge and 5 per cent cash with order. No C.O.D.

**J. R. PALMER & SON**  
Blackduck, Minn.

*Book orders early.*

## SPECIMEN EVERGREENS

**SNEED NURSERY COMPANY**

P. O. Box 790

Oklahoma City, Okla.

## EVERGREENS

Lining-out stock  
For fall 1945 and spring 1946.  
Write for list.

**SUNCREST EVERGREEN NURSERIES**  
Johnstown, Pa.

## NOVELTY PERENNIAL and ROCK GARDEN PLANTS

Wholesale Trade List now ready.

Send for your copy.

**CARROLL GARDENS**

Westminster, Md.

## COVER ILLUSTRATION.

### Bignonia (Pyrostegia) Venusta.

Anyone who has visited Florida in late winter will not soon forget the flame flower with its masses of reddish-orange flowers. Bignonia venusta or, as it is sometimes listed, Pyrostegia venusta, is a common evergreen vine of the south. The flame flower is a vigorous grower, climbing by tendrils, and may reach a height of fifty to sixty feet. The stems are striped or somewhat angled and are quite pubescent when young. The leaves are compound, bearing two or three foliolate leaflets. The leaflets are about two inches long, dark green and somewhat thick in texture.

The reddish-orange tubular flowers are produced in drooping terminal clusters. The flower color varies to some extent, running from a reddish-orange to a distinctly crimson-orange in color. The individual tubular flowers will average about two to three inches in length. The fruit is a long pod.

This flame flower, native of Brazil, is grown outdoors only in the south, particularly in Florida. It is sometimes grown in conservatories in the north.

The flame flower should be grown in rich soil and supplied with ample moisture. At the same time, the soil should be well drained. The plant should be given sun for best production of flowers. Propagation of the flame flower can be accomplished by the use of hard, mature cuttings in early spring.

Because of its brilliant flowers, it is one of the most commonly used vines in Florida. It is used in landscape plantings where the flowers will be shown to advantage. It finds its use for planting on fences, arbors and porches, and it is frequently seen growing on trees.

L. C. C.

## CAMELLIA VARIETIES.

Cooperators have been furnished with a report for 1944-1945 on camellia variety classification, from the plants grown for comparison and inspection at the University of Florida, Gainesville, under the supervision of R. J. Wilmot, assistant horticulturist. The report is in mimeographed form, the seven pages containing discussion of a number of varieties.

LAST year a total of 297 nurseries was inspected in the state of Connecticut, representing 4,343 acres of nursery stock.

# WANTED

## 1946 Grow Contracts

It is almost seed-planting time, and I would welcome a few good grow contracts on June-bud Peach for next season.

We have the best peach land in the country, native seeds and sufficient help to do the job properly.

Write us now for "row run" and grade prices.

## FARMERS WHOLESALE NURSERY

Paul Patterson, Owner  
Tel. 404  
P. O. Box 34  
Smithville, Tenn.

## ACER PLATANOIDES NORWAY MAPLES

	Per 100	Per 1000
4 to 5 ft., trans.	\$13.50	\$120.00
5 to 6 ft., trans.	20.00	175.00
6 to 8 ft., trans.	45.00	

6 to 8 ft.,  $\frac{3}{4}$  to 1-in. cal., whips, per 100, \$75.00. 8 to 10 ft.,  $\frac{3}{4}$  to 1-in. cal., well branched, per 10, \$10.00; per 100, \$85.00. 8 to 10 ft., 1 to 1 $\frac{1}{4}$ -in. cal., well branched, per 10, \$12.50; per 100, \$100.00; 1 $\frac{1}{4}$  to 2-in. cal., write for prices.

Free baling with cash with order. 25 per cent cash with order, balance before shipment. All trees are Jap Beetle Quarantine inspected.

## STATE ROAD NURSERY

State and Sprout Rds., R. 1

Media, Pa.

## IRISH JUNIPERS

Truckloads or carloads.

We have lots of nice, well filled plants of J. HIBERNICA and J. HIBERNICA FASTIGIATA in the following sizes: 2 $\frac{1}{2}$  to 3 ft., 3 to 4 ft. and 4 to 6 ft.

**FIKE NURSERIES**  
Hopkinsville, Ky.

## WANTED

2000 Patented Rosebushes  
in assorted varieties  
for spring 1946 delivery.

**STANEK & SON**  
South 172 Washington St.  
Spokane 8, Wash.



# Some Thoughts on Color Combinations

By C. W. Wood

The suggestion of several correspondents to give some space to color combinations in the hardy border makes me think the subject would interest a majority of followers of this department. Unfortunately, I, who never deliberately set about to create what the initiates call a color scheme, feel inadequate for the task. I find, though, that an observant eye has noticed many pleasing pictures during the years that I have been watching the garden scene and practicing some of its precepts, and it is with that thought in mind that this article or series, as the case may be when we get into it, is attempted.

One correspondent expressed an opinion which I suspect is held by most gardeners when he said he found purple in its various shades one of the most difficult of colors to use. I am taking that problem first, because purple, lilac and violet are among my favorite shades, and I have been to special pains to find out how to use them felicitously. And after trying every conceivable combination I find that white is their best companion. An intermingling of pale yellows brings the two extremes together in a pleasing way. Specific cases will be pointed out to show more clearly what I mean. Using generous clumps of a light lilac iris as the main feature and purple lupines as the secondary, relieving the somberness with *Aquilegia chrysantha* and lighting it all up with the ivory-white, feathery sprays of *Aruncus sylvestris* is one example of what I have in mind. Another picture of a slightly earlier period of the year comes to mind to illustrate this point. It was made of *Phlox divaricata* for the main planting in a partly shaded area. Interspersed in it were bold clumps of the floriferous, white *Arenaria montana* and masses of the cheerful weed, *Corydalis lutea*. As I see it now, the planting would have been improved by using a plant of spire-like growth, even if it had not been in flower at the time.

I should like to take a little time out, as we go through these notes, to say a word or two about some of the neglected plants. And *Corydalis lutea* is a good place to commence. It matters little to you or to your client that the plant is short-lived, because, unless its owner is too persistent in his weeding out of every chance seedling, it will nearly always keep its cheerful self in a garden where it has once been

admitted. A few pot-grown plants of this fumitory could well be kept on hand in the neighborhood nursery from spring until early autumn to meet the demand which could be created by showing its possibilities in the exhibition garden.

Referring again to our first problem, my mind goes back to a pleasing companionship we accidentally created in this garden a few years ago when we planted that fine old columbine, *Munstead White*, one of Miss Jekyll's finest gifts to gardeners, with a violet-colored form of *Geranium grandiflorum* in the light shade of an apple tree. Here were two quite indestructible plants, fit to put in the hands of even the casual gardener, whose violet and white combination is a most pleasing one.

I believe *Aquilegia vulgaris* *Munstead White* deserves a little special mention, if for no other reason than to bring it to the attention of growers who have come on the scene since it has suffered partial eclipse. It can scarcely be compared in graceful beauty with the creamy-white to white *A. caerulea albiflora*, to be sure, nor is it so temperamental or short-lived as the latter. If one had customers that did not resent short life in a plant, with the consequent expense of frequent renewal, they would probably prefer the graceful Colorado columbine and its long-spurred forms, but for the ones looking for permanence, *Munstead White* would be chosen. It has more than a sturdy constitution to recommend it, too, for Miss Jekyll spent years getting it to the point where it would satisfy her

critical eye. Unfortunately, it is no longer easy to find, though I doubt not that English seedsmen will be able to offer it again as soon as they get on their feet. And it may have escaped my notice in American lists.

But white is not the only color that combines well with purple and its near kin. Thus, violet and some shades of pink, as in *Dianthus neglectus*, make pleasant companions. One is not surprised, then, to find that this pink and *Campanula portenschlagiana* look well growing together, as I noticed in a friend's rock garden this year. Better

## June BUDDED PEACH

We have sold very close on our large June budded Peach and would not care to book any more orders for them until we see just how they are going to turn out; however, we do have some nice small June buds, which we offer at the following prices, as long as they last. They are estimated to be about as follows:

	Per 1000
12 to 18 ins.....	\$150.00
18 to 24 ins.....	200.00
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5,000 Hale Haven	
3,000 J. H. Hale	
2,000 Golden Jubilee	
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1,000 Greensboro	
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Now is the time to buy your fruit trees while there is still a surplus of nice clean stock like we are offering at this time. Rush your order to us at once as orders are filled in rotation as they are received.

All stock quoted F.O.B. McMinnville, Tennessee, with boxing and packing to be additional at cost.

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Hardy Evergreen Seedlings, Rooted  
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Pfitzer, Andorra, Sargent, Bar Harbor,  
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BARE ITEMS YOU DO NOT  
FIND IN MOST LISTS!

HILLTOP NURSERIES  
CASSIDOWN, OHIO

yet, however, in my estimation is purple and yellow, especially if the latter is a soft shade. For several years we had growing here a planting of purple pasqueflowers and *Draba repens* which was one of the joys of the spring garden. As both plants are quite fool-proof, one could offer the suggestion and the plants to the merest tyro, knowing that they would serve him well.

*Draba repens* is a badly neglected plant and unjustly so, I believe. To be sure, there is nothing spectacular about it, but it is so accommodating and such a cheerful little weed that it never comes amiss in the spring garden and it makes an excellent companion for many blue or purple flowers of its season. It is especially lovely planted as a ground cover among purple pasqueflowers, its pale green leafage being just dense enough for a background for the yellow crossflow-ers, which are, in turn, an attractive complement to the flowers of the other plant. Incidentally, the rather sparse leafage of the *draba* makes it a splendid ground cover for small bulbs, such as crocuses, *chionodoxas* and squills. It is easily increased from seeds, when available, and from divisions of the running rootstocks. The latter method is easily accomplished soon after flowering by cutting the tops back almost to the roots and giving each short top enough of the rootstock to secure a few fibrous roots.

Because *Campanula lactiflora* is so variable from seeds, it is not easy to use it in working out pleasing garden pictures until the plants have bloomed and the different shades have been segregated into their several classes. That and its habit of taking three or four years in a spot before it shows its real worth have no doubt been the principal factors behind the neglect of this worthy plant in a land where planting for immediate effects is the vogue. Whatever the causes may be, they are denying us one of the better landscape plants, as you can prove to your own satisfaction by planting a drift of the pale blue (milk-white) bellflowers at the back of the border, then one of the taller Shasta daisies and in front of that the bluish foliage and pale yellow flowers of rue, *Ruta graveolens*.

Although delphiniums are often seen poorly used in the landscape, they are excellent perennial border subjects, except for their rather decrepit appearance after they are through flowering. I think it was Gertrude Jekyll who advocated removing the spent flowers of delphiniums and leaving the stems the right height to serve as support for everlasting peas, *Lathyrus*

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WHITE-FLOWERING  
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Leading Perennial Growers  
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latifolius. My favorite companions for blue delphiniums (they are the only kinds I care for in a landscaped area, the fat hybrids being relegated to the cutting garden unless they are exactly what is needed to complete a special grouping) are any of the yellow mulleins, especially *Verbascum hybridum* Harkness Hybrid, with its 6-foot spires of pure yellow, and the 6-foot spires of the sulphur-yellow *V. longifolium*, together with the hollyhock known to seedsmen as Chamois, which is really buff-yellow to my eye. A better way, I should think, to cover the passing of the delphinium spires would be to plant baptisia directly in front of them. It might be said in passing that the association of delphinium and *Lilium candidum* has become so commonplace that most experienced gardeners are commencing to frown on it.

Pink seems to be the dominant color of the early garden year after we pass the bulbous subjects. That is perhaps well arranged, too, for if they came later, when we have to deal with the difficult yellows of so many composites, we should have our hands full. Even with the pinks of pyrethrum, *Potentilla formosa*, sweet william, Canterbury bells, heucheras, lupines, pinks and thrifts, we are sometimes at a loss to know what to use with them, especially when they fall in the class known as rose-colored. One is nearly always safe, however, in giving a group of pink flowers a background of silvered foliage. After watching the use of pink shades by gardeners, I am ready to agree with those who claim that their associates should not be used in a dominant role; rather they should be used to heighten or subdue, as the case may be, the broad spreads of pink. In that role we find buffs, creams and whites especially useful. Some examples are pink pyrethrums set off by *Campanula persicifolia* alba; pink Canterbury bells and white heuchera; cream-colored violas and the trailing soapwort. Dim blues (not pale blue, but a blue that started places and stopped this side of purple) and deep purple are also good companions for some pinks and especially the ones known as rose-pink. An example of that class is *Campanula glomerata*.

Nearly everybody has harsh things to say about magenta and its near kin shades which Ridgway and other color experts euphoniously call auricula purple, dahlia carmine, Rosalane pink, Indian lake, Liseran purple, etc. And nearly everyone says them. As a consequence, these shades are looked down upon by many gardeners. It is probably unnecessary to go into the habits which have brought

about this state of affairs; suffice it to say that practically all gardeners, even those anaemic souls who profess an antipathy for everything that is not a pastel color can be made to like magenta in correct surroundings. Magenta to be effective should be used lavishly. Then combine it with sky-blue, dim blue, pinks that carry a suggestion of blue and pale buff or white to see what it is capable of as a landscape color. As this note is written, there is a planting in the garden of Callirhoe involucrata, the most unashamed magenta that I know, a near sky-blue Carpathian harebell and *Gypsophila repens* which measures up to what I call a lovely landscape effect. I know a garden where magenta phlox and dim blue monkshoods are used with telling effects. Many other pleasing combinations could be worked out by watching the magentas as they unfold from the time of aubrieta and *Phlox subulata* in early spring to the magenta asters and Japanese anemones of late autumn.

Although not a problem of color in a strict sense, composites, which come into their own as summer advances, offer many stumbling blocks to the unwary. That is especially true of the daisy type of flower—a type that makes for monotony if not carefully watched. But one need not go outside the composite clan to find splendid material for relief of the daisy type. *Artemisia*, for instance, gives us not only lovely foliage in many of its species, but also supplies a type of inflorescence that is as graceful and airy as one will find in the entire range of hardy plants. *Liatris* is another example of composites which not only have strayed away from the daisy type, but gives the garden maker, in its spire-like growths, plants of inestimable value in relieving the monotony of sameness. Two other composites, veronia and solidago, both badly neglected, come to mind in this connection. They have not only wandered away from the daisy inflorescence, but they have growth habits

## 200,000 Rosebushes

1945-46 HARVEST

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## Northern-grown Stock

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Price  
List.

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FOREST AND SHADE TREES  
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FRUIT TREE STOCKS

Apple, Pear, Plum and Cherry

Also Rose Seedlings for  
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## CERTIFIED STRAWBERRY PLANTS

Missionary, Blakemore, Klondyke,  
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### WHOLESALE ONLY

For prices write

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Offering the trade large quan-  
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BERRIES, BOYSENBERRIES, CUR-  
RANTS, RHUBARB, ASPARAGUS  
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Write for quotations.

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## SMALL FRUIT PLANTS

Evergreens — Shrubs  
Asparagus — Rhubarb  
Send for Complete Trade List  
W. N. SCARFF'S SONS  
New Carlisle, O.

of distinct advantage in creating  
pleasing summer and autumn pictures.

Much more could be said on the  
daisy subject, but our space is ex-  
hausted. I believe, though, that the  
subject is of sufficient importance to  
justify continuance in the next issue.

### SOUTHWESTERN NOTES.

Roy T. Mendenhall, South Canon  
Nursery, Canon City, Colo., who  
closed his business temporarily dur-  
ing the war, expects to resume op-  
erations soon after the first of the year.  
During the past year Mr. Menden-  
hall has been located at Fort Stanton,  
N. M., with the United States immi-  
gration and national service. Specifi-  
cally, his work has been with enemy  
aliens.

Mr. and Mrs. John Sarber, Sarber  
Nurseries, Topeka, Kan., made a  
business trip to Michigan and Indi-  
ana about the middle of August.  
They are anticipating an excellent  
fall business, especially in landscape  
plantings.

With an attendance of about  
twenty, the Kansas City Association  
of Nurserymen held its monthly  
meeting August 7 at the Green Par-  
rot Inn, Kansas City, Mo. After a  
big, country-style chicken dinner, the  
group assembled at the offices of the  
Chandler Landscape & Floral Co. for  
a brief business meeting. The mem-  
bers will meet next September 11 at  
Ottawa, Kan., as guests of the Willis  
Nursery Co.

Roy P. Rogers, Rockmont Nurs-  
ery, Boulder, Colo., advises that un-  
til further notice his business will be  
closed as a local retail nursery. He  
will be glad to make an appointment  
with anyone who wishes to visit the  
nursery.

Bette, the daughter of Mr. and  
Mrs. C. D. (Bill) Wagoner, Wag-  
oner Nurseries, Hutchinson, Kan.,  
was married July 21 to Lieut. W. J.  
Henderson, of Albany, N. Y. Lieu-  
tenant Henderson is a graduate of  
West Point, now serving as a B29  
pilot, stationed at Shreveport, La.

With bids totaling \$2,300, the Sut-  
ton Nursery & Landscape Co., Inde-  
pendence, Kan., was low bidder on  
two roadside improvements jobs, one  
in Douglas county and the other in  
Leavenworth county, Kansas.

Norbert R. Nienaber has pur-  
chased the business and assets of the  
Locke Nursery & Floral Co., San  
Antonio, Tex., and will continue to  
operate the business with no changes,  
even to keeping the old and trusted  
crew.

W. J. Rowe has sold out the Or-  
chard Mesa Nursery, at Grand Junc-  
tion, Colo., and is now living at  
Fruita, Colo.

## CUTLER & DOWNING CO.

BENTON HARBOR, MICH.



### Wholesale Small Fruits

<b>Reds</b>	<b>Blacks</b>
Latham	Cumberland
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### Dewberries



### Blackberries

Eldorado	Blowers	Alfred
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Thorny	Thornless
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We suggest early orders.



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Boysenberries, regular and thorn-  
less; Youngberries, Raspberries,  
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etc.

Write for wholesale price list.

One million Boysenberry plants  
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MacDonald  
and  
Canada Red

ANDREWS NURSERY  
CO.  
FARIBAULT, MINN.

## KELLY'S FRUIT TREES

KELLY BROS. NURSERIES, INC.  
Dansville, N. Y.  
Since 1880

### CENTRAL CALIFORNIA GROUP MEETS AT NILES.

The Central California Nurserymen's Association met at the Florence restaurant, Niles, on the evening of August 16. There were thirty-six members and guests present. The following guests were introduced by President Fred Hammarstrom: Gordon Laing, agricultural commissioner for Alameda county; Max Leonard, agricultural commissioner for San Mateo county; Mr. Nelson, of the Pacific Lumber Co.; Mr. Harris, of the Standard Oil Co. of California, and Walter Techlenberg, who operates Teck's Nursery, Lodi, Cal.

Messrs. Laing and Leonard spoke on current quarantine problems, particularly with reference to the pinto tag regulation which will permit point of origin inspection of nursery stock for shipment to certain counties without further inspection. President Hammarstrom appointed a committee of five members, including George Roeding, Clyde Stocking, Ray Hartman and Fred McNabb, to work with Charles Kinsley, of the state department of agriculture, on the pinto tag program. President Hammarstrom will serve as chairman of the committee.

Bill Schmidt, who recently resigned his war job, will resume nursery operations and has reopened his Palo Alto nursery. He displayed a new pelargonium which he expects to introduce, of especially good pink color and large size.

Jack Lincke, executive secretary of the California Association of Nurserymen, flew up from Los Angeles to attend the meeting and talked to the members on problems confronted by the state-wide industry and the plans that were being undertaken by his office to bring them to an agreeable solution.

G. C. Gillan, representing Plant-Chem, told of his successful efforts in distributing seeds of the California big tree, *Sequoia gigantea*, to the delegates at the recent San Francisco conference. A great deal of interest was expressed by a number of the delegates, principally by the representatives from the Philippines, who intend to use their seeds to grow trees for planting along the 60-mile boulevard to connect Manila and their proposed university. Distribution of the seeds was sponsored by California nurserymen.

C. J. Burr, Sec'y.

### LOS ANGELES ARBORETUM.

The Los Angeles board of supervisors is seeking to interest the California park commission in the joint



#### Introducing the NEW STREAMLINER Everbearing Strawberry

**EXCELLENT** — Firm shipping berry; rich, radiant red color; full strawberry flavor; good canner and freezer; heavy bearer; excellent aroma; sturdy plant with luxurious green foliage.

Plants are available in four colors or in black and white of the new Streamliner strawberry for use in your catalogs.

#### Items to offer for 1945-46 Delivery

Fruit Trees  
Grafted Franquette Walnuts  
Berries and Small Fruits  
Fruit Tree Seedlings  
Cutleaf Birch (large sizes)  
European White Birch  
Weeping Cherry  
Elm, American and Chinese  
Paul Scarlet Thorn  
Maple, Norway, Schwedler, Red and Silver  
Maidenhair  
Horse Chestnut, Red, Pink and White-flowering  
Oak, Red and Scarlet  
Mulberry, Russian  
Mountain Ash, European  
Plane Tree  
Flowering Plum, Blirelana, Pissardi  
Poplar, Lombardy, Carolina, Bolleana  
Redbud  
Willow, Babylon and Wisconsin  
Deciduous Shrubs  
Evergreens, Broadleaf and Conifer  
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Vines

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## Bet-er Growe

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### Camellia Bet-er Growe Fertilizer

Rose Bet-er Growe also available now.

**COAST AGRICULTURAL FERTILIZER CO.**

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Pasadena, Calif.



**SHERWOOD NURSERY CO.**

EVERGREENS - Propagators & Growers  
141 S. E. 65th Ave., PORTLAND 16, ORE.

purchase of the old Santa Anita rancho as the basis of a botanic garden and arboretum.

State funds are available under recent legislation setting up \$15,000,000 for the purchase of parks, beaches and recreation areas on a matching basis with city and county. The board of supervisors favors the purchase of the old Santa Anita rancho and the Baldwin adobe home erected in 1839 as the most suitable location for an arboretum and botanical garden.

On an inspection trip to the proposed site the members of the board of supervisors were accompanied by Robert Casamajor, president of the Southern California Horticultural Institute; Dr. Samuel Ayres, chairman of the institute's arboretum committee; Manfred Meyberg, a director of

## TREE PEONIES

Seedlings grown from the best imported varieties. Write for prices.

### TREE PEONY SEEDS

	Per 100
Mountain, single, purple.....	\$ 3.50
From our own seedlings, mixed....	6.00
From named varieties, mixed.....	10.00
Lutea, single, yellow.....	5.00

Seeds will be ready for delivery in September. Should be planted as soon as possible for best germination. Cash with order.

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the institute; Will Hertrich, curator of the Huntington Gardens; Ralph Comell and Charles Gibbs Adams, landscape architects; Alfred W. Roberts, manager of the Los Angeles chamber of commerce agricultural department; Fred Roewekamp, Los Angeles city forester; Mayor M. Homer Ormsby of Arcadia and F. Wesley Davis, manager of Rancho Santa Anita.

At the present time on the proposed property there are many types of rare

trees, shrubs and plant life that would provide a start for an outstanding botanical park in southern California.

### ILLINOIS DIRECTORS MEET AT PRINCETON.

Miles W. Bryant, secretary of the Illinois State Nurserymen's Association for many years, was host to the board of directors and a few guests, an even dozen in all, August 9, at Bryant's Nurseries, Princeton, Ill. Luncheon was served at the Bureau Valley Country Club, at which Mrs. Bryant appeared as hostess. In guiding the guests about the nursery, Robert Bryant assisted, the brother again associated with the nurseries after a short period in the navy.

After luncheon the usual business was transacted by the board. Some plans for the annual meeting next winter were discussed. Arthur H. Hill, newly elected president of the A. A. N., was called upon and responded with comments upon the current activities of the national organization and the considerable work that is to be undertaken in the post-war era. The Illinois members proposed starting a membership drive immediately to increase the membership of the national body to 1,000 during his term of office.

H. F. Seifert, chief plant inspector, commented on the low numbers of Japanese beetles caught in the traps so far this season, as compared to the preceding year. Whether the weather has had some effect on the pest, or whether other causes are responsible, time would show, he said. In the traps geraniol was formerly used for bait. Last year a new product was used, eugenol, which this year is diluted with anadol.

The morning was spent in a tour of the nurseries, which show the good effects of a recent abundance of Jamaican labor. While a selected list of deciduous trees and shrubs is grown, together with a number of the better junipers and yews, specialties are French lilacs, flowering crabs and peonies. These are to be seen in considerable assortment and quantities. The lilacs are propagated by grafting on small pieces of privet root, which acts as a nurse root for the lilac scion in the bed. Since the grafts are planted deeply, the lilac soon overgrows the privet, which dies off. In some cases the privet roots are removed when transplanting is done from the beds into the fields. Such own-root plants are considered to have advantages over budded plants in that they are hardy and long-lived and the sprouts from the roots are true to the variety.

This year Bryant's Nurseries cele-

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### Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
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VINES AND BULBS  
PORTLAND ROSES

Good supply 4-yr.-old, well branched  
**NORWAY MAPLE.**  
10 to 12 ft., 1 1/4 to 1 1/2-in. cal. .... \$1.50  
8 to 10 ft., 1 to 1 1/4-in. cal. .... 1.25  
Thousand rate 10 per cent less.  
Combination carloads to Eastern  
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#### GOOD WESTERN-GROWN NURSERY STOCK

Fruit Tree Seedlings  
Flowering Ornamental Trees  
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Grown right and packed right.  
Combination carloads to Eastern  
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#### OUR SPECIALTIES:

Flowering Cherries, Crabs and Plums  
Chinese Elm—Hawthorns—Lilacs  
Birches—Lindens—Globe Locusts  
Columnar, Norway, Schwedler and  
Red Maples—Mountain Ash  
Oriental Plane—Willows.

#### FRUIT TREE SEEDLINGS

Combination carloads to eastern distrib-  
uting points at minimum freight cost.

### AS ALWAYS— OREGON'S BEST SOURCE of GOOD ROSES

Our limited crop is reserved for  
our regular customers this year.

#### PETERSON & DERING

Wholesale Rose Growers  
Scappoose, Oregon

#### NOTICE

Decreased production makes it impos-  
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For the duration the limited supply is  
reserved for our regular trade.

HOWARD ROSE CO.  
Hemet, California

### OREGON-GROWN NURSERY STOCK

We have a complete line of shade and  
flowering trees, both whips and heavier  
branched stock.

Flowering Cherries, Flowering  
Crabs, Plums and Locusts,  
Norway and Wiers Maples,  
Oaks—Chinese Elm—Mountain  
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Specializing in fruit tree seed-  
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Norway and Schwedler Maple,  
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Scarlet Hawthorn and Kwansan  
Flowering Cherry. All 2-yr.-old  
stock.

John Holmason, Prop.  
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### BALED SHINGLE TOW

(CEDAR SHAVINGS)

WM. A. JOHNSTON

408 Postal Bldg., Portland 4, Ore.



brated their one-hundredth anniversary, and a sketch of the pioneers appeared in these columns earlier in the year. Some evidences of the planting of the forebears are in two fine trees adjoining the office, a wide-spreading Camperdown elm and a large specimen of *Magnolia acuminata*.

#### MICHIGAN CONFERENCE.

[Concluded from page 10.]

have better relations with their customers by recognizing their obligations to them. To build up a service of high quality, so those who could pay the difference to have help with their plantings should receive good value for their money, seemed essential in postwar selling. He also told of the landscape nurserymen's interest in better methods of potting and packaging plant materials and of the design contest being sponsored for the display and sales of nursery stock.

In connection with better service to customers, Mr. Hunziker told of the second publication put out by the state college on "Controlling Diseases and Insects on Ornamental Shrubs." Previously the college had issued a bulletin on "Controlling Diseases and Insects on Ornamental Trees." These bulletins, along with a third on perennials, will be available for purchase from the printers at approximately 6 cents each. Lively interest was manifested in these booklets, with pledges for purchases of over 5,000 copies each. Expressions of appreciation were extended to Prof. C. E. Wildon and his staff for the much-needed material these bulletins contain.

Paul Krone, executive vice-president of the Michigan Horticultural Society, spoke briefly about its monthly publication.

L. A. Munson, of the Munson Orchards & Nurseries, Grand Rapids, brought up the point of the damage to orchards from fruit trees on adjoining property. C. A. Boyer, state director of plant industry, said that the old township inspection law had been changed so that persons having such trees could be forced to care for them or have them removed, as had been done in Kent county.

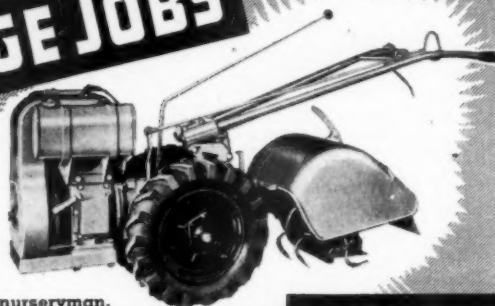
W. G. Armstrong, who had appeared on the morning program, had as his guest, C. C. Cogswell, master of the Kansas State Grange, who spoke a few words of greeting, expressing his opinion that nurserymen had a long way to go before saturating the market in making America more beautiful.

Arthur L. Watson, of Grand Rap-

# DOES ALL TILLAGE JOBS

Increased plant yield with Ariens-Tiller—3 models to meet your requirements.

The perfect all-purpose tilling and cultivating combine for the nurseryman. Ariens-Tiller harrows, as it discs, as it plows. ONE operation produces a properly prepared seed bed, thoroughly aerated with pulverized soil, shredded and evenly mixed. No large soil chunks to retard plant growth. Ariens-Tiller can be operated in wet or dry seasons, and handles easily in small spaces. Complete details and name of distributor on request.



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PULVERIZED LEVEL  
SEED BED IN  
ONE OPERATION

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### FINEST HORTICULTURAL PEAT

Shredded, bulk carload, \$12.00 ton (15-ton minimum).

PEAT HUMUS. Bulk carload, \$8.00 ton (20-ton minimum).

SPHAGNUM MOSS, 16 to 20-lb. bale, \$1.25, or 7c per lb.

TULIPS. 50 Named varieties. 9's, \$30.00; 10's, \$35.00; 11's, \$45.00; 12's, \$50.00 per 1000. Mixed, \$5.00 less.

NORWAY and WHITE SPRUCE (Compact B&B). 18 to 24 ins., 50c; 24 to 30 ins., 65c.

AMERICAN ARBORVITAE (Compact B&B). 18 to 24 ins., 50c; 24 to 30 ins., 60c. ASPARAGUS ROOTS (Washington). 1-yr., \$8.00 per 1000; 2-yr., \$12.00 per 1000.

RED RASPBERRIES, No. 1, Washington, \$35.00 per 1000; Newburgh, \$35.00 per 1000.

### NIAGARA HORTICULTURAL PRODUCTS

St. Catharines, Ont., Canada.

### CALIFORNIA

Lovell Peach Seed

1945 crop

### GRAY NURSERIES

P. O. Box 77

Elverta, Calif.

ids, membership chairman, was busy at the meeting, and President Walter M. Coon announced the following three new members: Kenneth G. Burgett Nursery, 808 Watson street, S. W., Grand Rapids, Mich.; Arthur VanderWall Nursery, New Era, Mich.; John L. Koolen Nursery Service, 1021 Lilac court, N. E., Grand Rapids, Mich.

Mr. Watson announced he had six new members' applications for the American Association of Nurserymen. It was through Mr. Watson's work that Michigan received the distinction of having added more members than any other state to the A. A. N. during the past year.

The annual meeting of the association will be held in January, on dates and at a place to be selected by the executive committee.

## KILL WEEDS with FIRE

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West New York, N. J.

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## GLADIOLUS BULBS

By the 100, the 1000 or million.

Margaret Fulton, Bit O'Heaven, Gardenia, Aladdin, Token, Algonquin, Peggy Lou and Margaret Beaton—our specials.

Price list and shipments by November 1. Remember us. Healthy stock.

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Ask for WHOLESALE  
CATALOG No. 18  
1500 VARIETIES  
IRIS AND PEONIES

Parcel Post or Express Prepaid.  
C. F. WASSENBERG-Van Wert, O.

### North Dakota and Montana Seeds

Northern-grown Tree, Shrub  
and Wild Flower seeds.  
Wholesale crude botanicals.

E. C. MORAN

Stanford, Mont.

# 1944 or 1945 Crop California Lovell

## Peach Pits



Used and recommended by leading Nurseries of United States. 4,500 seeds per bushel; uniform, high germination—outstanding vigor and growth. Sacked in good bags.

ORDER NOW—All seeds F.O.B. following places: Stephenville, Texas; Tyler, Texas; Sherman, Texas; Amity, Arkansas; or McMinnville, Tennessee. Your order shipped from nearest point.

Sample on request . . . Terms Cash

No. Bushel	Per Bushel
1 to 5 . . . . .	\$3.00
6 to 24 . . . . .	2.85
24 to 99 . . . . .	2.75
100 bu. and up . . . . .	2.50

Address all orders to Wolfe's Nursery, Stephenville, Texas.

Wire, Phone or Write.

**Wolfe's Nursery**  
STEPHENVILLE, TEXAS



Again we offer and recommend

## LOVELL PEACH SEEDS

There is a difference in Lovells due to the way they are cured. We get the best and sell them at the following competitive prices, cash with order or C.O.D.

1 to 5 bus. at \$3.00 per bu.
6 to 24 bus. at \$2.85 per bu.
25 to 99 bus. at \$2.75 per bu.
100 bus. up at \$2.50 per bu.

1944 crop, immediate shipment, F.O.B. Hickory, N. C.

1945 crop, Sept. or Oct. shipment, F.O.B. Tyler, Tex., or Hickory, N. C.

Order now from this ad. We will appreciate the chance to serve you.

**THE HOWARD-HICKORY CO.**  
Hickory, N. C.

## PEACH PITS

The South's Largest Collectors of Planting Peach Pits for 25 years.

**HOGANSVILLE NURSERIES**  
Hogansville, Georgia

## BEACH PLUM PRIZES.

In 1940, Dr. James R. Jewett, of Cambridge, emeritus professor of Arabic at Harvard University, presented the Arnold Arboretum of Harvard University with a capital sum, the income of which was to be used for two prizes to be awarded to individuals who make significant contributions to the improvement of our native beach plum, or who, through the development of beach plum products, may have made contributions of social significance. The first prize was to be known as the James R. Jewett prize, the second as the Vieno T. Johnson prize.

The James R. Jewett prize of \$100 has been awarded to George Graves, of the Massachusetts Horticultural Society. This is the fifth consecutive year this prize has been awarded and it goes to a man who has been greatly interested in the propagation of the beach plum for years. In 1938, when Mr. Graves was connected with the Waltham field station of the Massachusetts State College, he devised a method of propagating beach plums by root cuttings and since that time has had the opportunity of trying out his method satisfactorily in commercial practice. He is frequently called upon for advice in propagating these plants and has done a great deal to stimulate interest in them.

As associate editor of Horticulture, Mr. Graves became interested in the fact that a considerable number of papers had been written dealing with the propagation of the beach plum, but apparently no effort had been made to draw this information together in one article. Consequently, after considerable research, Mr. Graves published in the National Horticulture Magazine an article entitled "The Beach Plum, Its Written Record," which contains a resume of the literature then available dealing with the beach plum. This paper can easily serve as a basis for future work with the beach plum, and it is in recognition of his work in propagation and in writing this paper that the beach plum committee of the Arnold Arboretum awarded the prize.

The Vieno T. Johnson prize of \$50 was awarded to Fred F. Dill, of North Eastham, Mass., for his work in stimulating interest in the commercial utilization of the beach plum, as he was one of the pioneers in the development of the use of the beach plum and its products in the Cape Cod area.

NEWLY opened is the F. & S. Nursery, 6523 Crenshaw boulevard, Los Angeles, Cal.

## New Crop PERENNIAL SEEDS

All seeds that you can sow now.  
All "A.B.C. Supreme Quality."

**AQUILEGIA, long-spurred,**  
**Mrs. Scott Elliott.**  
Tr. Pkt., 40c; 1/4 oz., \$1.00; oz., \$3.50.

**BELLIS PERENNIS**  
**Monstrosa Double Rose**  
The popular English Daisy. Tr. Pkt., 50c; 1/4 oz., \$3.00; oz., \$9.50.

## DELPHINIUM GIANT PACIFIC HYBRIDS

**Black Knight Series.** Darkest of all.  
**Blue Bird Series.** A white bee; medium blue petals.  
**Blue Jay.** Medium to dark blue with dark bee.  
**Cameliard Series.** Lavender self with white bee.  
**Galahad Series.** Finest white, 3-inch flowers; pyramidal spikes.  
**Guinevere.** Light pink-lavender with white bee.  
**King Arthur.** Royal violet with white bee.  
**Round Table Series.** All the colors of the "Knights and their Ladies" series, including many not yet introduced.  
**Summer Skies.** Light blue with white bee.

**PRICES ON ABOVE**  
Tr. Pkt., \$1.25; 1/8 oz., \$2.50;  
1/4 oz., \$4.00; Oz., \$14.00.

## GIANT PACIFIC HYBRIDS

Vetterle & Reinelt  
**Blue Shades.**  
**Clear White.**  
**Lavender Shades.** A fine pastel-colored strain.  
**Pastel Shades.** Mixture of lavender and blue pastel shades.  
**Violet Shades.** Deep, rich, violet-blue colors with many contrasting white bees.  
**V. & R. Mixture.** A very fine general hybrid mixture of all V. & R. varieties.

**PRICES ON ABOVE**  
Each Tr. Pkt., \$1.00; 1/8 oz., \$2.00;  
1/4 oz., \$3.50; Oz., \$12.00.

## MISCELLANEOUS STRAINS

**Belladonna Improved (Cliveden Beauty).** A very select strain of strong, vigorous habit. Large flowers of brilliant iridescent turquoise-blue.  
**Bellamosum Improved.** A rich, deep blue form of Belladonna.

**PRICES ON ABOVE**  
Tr. Pkt., 40c; Oz., \$3.00; 1/4 lb., \$11.00.

## Heuchera Sanguinea Hybrids, Mixed

Rich, bright coral-red. Large bells.  
Tr. Pkt., \$1.00; 1/8 oz., \$2.00;  
1/4 oz., \$3.50.

## Primula Polyantha Veris Hybrids

A.B.C. Private stock. Exceptional quality in color range and size of blooms.  
Tr. Pkt., \$1.25; 3 Tr. Pkts., \$3.00.

Mail us your order today.  
Immediate delivery!

**AMERICAN BULB CO.**  
1335 W. Randolph St., Chicago 7

**CLASSIFIED ADS**

Five lines, \$1.00,  
each additional line 20 cents,  
per insertion.

**BERRY PLANTS**

**STRAWBERRY PLANTS**, certified by state department of agriculture. Grown on new land. We are now booking orders for fall 1945 and spring 1946 as follows: Missionary, Blakemore, Kionmore, \$7.50 per 1000; Ambrosia, Premier, Dunlap, Tenn. Beauty, \$8.50 per 1000; Gem Everbearing, \$12.50 per 1000; Minnesota 1164 Everbearing, \$15.00 per 1000. Due to the small planting of strawberries this spring, there will be a short crop of plants for the coming planting season. 20 per cent deposit assures you plants at the proper time.

**ROMINES PLANT FARM**, Dayton, Tenn.

**GEM EVERBEARING STRAWBERRY PLANTS**

We are a reliable source of supply for ever-bearing Strawberry plants. Now booking orders for future delivery. Special prices on large quantities.

We can also furnish large quantities of Rhubarb and Asparagus plants in all sizes.  
**C. D. WRIGHT**  
Hamburg, Iowa

**BULBS**

**DAFFODILS**, Tenby Obvallaria, early yellow, \$25.00 per 1000; 6 hardy varieties, mixed, first size, \$25.00 per 1000; smaller blooming size, \$15.00 per 1000. Jonquils, smaller blooming size, \$20.00 per 1000. F.O.B.  
**MRS. R. GABLE**, Haralson, Ga.

**DOUBLE DAFFODILS** (not trumpet)  
100,000 bulbs for naturalizing.  
**L. C. FLINT**  
Hartford, Ohio.

**EVERGREENS****SEEDLINGS**

Species	Age	Size	Per 1000
Am. Red Pine	2-yr.	2 to 4 ins.	\$15.00
Banks Pine	2-yr.	4 to 6 ins.	12.50
Banks Pine	3-yr.	6 to 18 ins.	15.00
Pitch Pine	2-yr.	4 to 8 ins.	12.50
Pitch Pine	3-yr.	8 to 14 ins.	15.00
Pitch Pine	5-yr.	15 to 30 ins.	17.50
Penderosa Pine	3-yr.	4 to 8 ins.	15.00
White Pine	3-yr.	3 to 5 ins.	17.50
White Pine	4-yr.	5 to 10 ins.	20.00
Norway Spruce	2-yr.	4 to 6 ins.	20.00
White Spruce	3-yr.	4 to 6 ins.	18.00
Douglas Fir	2-yr.	3 to 5 ins.	15.00

**TRANSPLANTED STOCK**

Species	Age	Size	Per 1000
Banks Pine	2-2	6 to 12 ins.	\$17.50
White Pine	2-2	4 to 8 ins.	20.00
White Pine	2-3	4 to 10 ins.	25.00
Black Hills Spruce	2-2	3 to 6 ins.	30.00

**SAMUEL E. DIBBLE**  
C.B.C. Nursery Agent  
Shelocla, Pa.

**25,000 BLUE SPRUCE**  
Good color and shape. Cut Christmas trees only. 4 to 5 ft., \$1.00; 5 to 6 ft., \$1.50; 6 to 8 ft., \$2.00. These prices are subject to change after October 1. All orders must be accompanied by 25 per cent cash, balance on delivery or before December 10.  
**GARDNER'S NURSERIES**, Rocky Hill, Conn.

**EVERGREEN LINERS**

for fall 1945, spring 1946.

Write for list.

**SUNCREST EVERGREEN NURSERIES**  
Johnstown, Pa.

**CHRISTMAS TREES**

Scotch Pine, nice grade, our own stock. Located 50 miles east of Pittsburgh. We recommend early ordering. **SUNCREST EVERGREEN NURSERIES**, Johnstown, Pa.

**MUGHU PINE**, 2-yr. seedlings, \$6.00 per 100. Balsam fir, 4-yr., 4 to 8 ins., \$32.00 per 1000. List on request.

**BRADEN NURSERY**  
South Windham, Me.

**FRUIT TREES****FIGS**

**Texas Everbearing**  
Well branched, heavy rooted, absolutely free of disease.

	Each	Each
	per 100	per 1000
15 to 18 ins.	\$0.15	\$0.12
18 to 24 ins.	.20	.15
2 to 3 ft.	.25	.20
3 to 4 ft.	.35	.30

500 at 1000 rate.  
20 per cent deposit with order assures you top-quality figs this fall. Balance cash before shipment, or C.O.D. No packing charges on orders booked now.  
**H. E. CANNON NURSERY & FLORAL CO.**  
Arlington, Texas

**GRASS SODS**

**GRASS SODS** delivered anywhere.  
**LAUREL NURSERY**  
188-19 Merrick Rd.  
Springfield Gardens, L. I., N. Y.

If you don't find what you want try a Classified Ad under the heading "Wanted." It's cheaper than mailing out a want list.

**HARDY PLANTS****CLOSE-OUT**

**HEMEROCALLIS**. Duo Bloom, Duortieri, Sovereign, Modesty, Muller, Mrs. W. H. Wyman, Gypsy, Harvest Moon, Calypso, Bagdad, Winsome, Gracilis.

\$15.00 per 100.

Fulva, Gold Dust, Minor,

\$7.50 per 100.

**AUTUMN-FLOWERING IRIS**

Autumn Elf, Autumn Haze, Black Magic, Eleanor Roosevelt, Sangreal.

\$15.00 per 100.

**BEARDLESS IRIS**

Pseudacorus, Pseudacorus immaculata,

Pseudacorus gigantea,

\$15.00 per 100.

**SIBERIAN IRIS**

Excellent for cut flowers.

Bob White, Caesar, Butterfly, Dragonfly, Emperor, Geo. Wallace, Llewellyn, Mrs. Gray Hill, Nora Datin, Papillon, Peggy Perry, Perry's Blue, Pymy, Coreana, Ferlwinke, Red Emperor, Summer Sky, Skyrocket, Skylark, Snow Queen, True Blue, Lady Northcliffe, Kingfisher Blue.

\$10.00 per 100, \$75.00 per 1000.

**EMIL A. WITTMAN**

1434 Van Houtten Ave. Clifton, N. J.

**THE DELPHINIUM OF TOMORROW****LYONDEL GIANT HYBRIDS**

Massive spikes, stately, majestic, colorful. A new strain especially selected for its large-size flowers and wide range of beautiful colors. Doubles, semidoubles, singles. Extremely hardy.

Field-grown plants for fall shipment.

\$4.00 per dozen, \$25.00 per 100

**CORLISS BROS., INC. NURSERIES**

Gloucester, Mass.

**AJUGA GENEVENSIS**, excellent evergreen ground cover. Hardy. Blossom resembles small Delphinium 6 ins. high. Mass of blue in May. Extra nice plants, 4 to 8 leads, \$6.00 per 100.

**LONGMEADOW NURSERIES**, 15 Parkside, Longmeadow, Mass.

**CUSHION MUMS**, 3 1/4-in. potted.

Order now for fall delivery.

Pink, white, red, bronze, yellow, also Sept. Bronze and Sept. Gold, \$12.00 per 100, \$100.00 per 1000.

**WM. VITNER, 35 N. School St., Manchester, Conn.**

Northern-grown field transplanted plants for fall or spring shipment: Per 100

Giant Pacific Delphinium \$9.00

Coreopsis grandiflora 6.00

Gaillardia, grand hybrid 6.00

Campanula, biennial 6.00

**NORTH POLE NURSERY**, Cornucopia, Wis.

20 choice tall Phlox, 20 perennials, 30 Sedums, 35 Violets, 15 Asters, 20 Divaricata, each assorted lot, 100 or 500 for \$5.50.

**SUNNYSIDE GARDENS**

Madison, Neb.

**HARDY MUMS and CHRYSANTHEMUMS**

Mixed colors, 300 for \$10.00.

Rooted heavy stock.

Orders promptly filled.

**WM. E. WENTZELL NURSERY**, Sewell, N. J.

**CHOICE JAPANESE IRIS**

Double white, gold center.

Blooming size, \$6.00 per 100

**LONGMEADOW NURSERIES**

15 Parkside Longmeadow, Mass.

**PERENNIALS**, Delphiniums, Esther Read,

Marconi and Mt. Shasta Daisies. Small

fruits, bulbs and seeds. Fall and winter

price list on request.

**L. E. COOKE, 417 Vista St., San Gabriel, Cal.**

**HEMEROCALLIS KWANSO FLORE PLENA**

(Double Day Lily). Large clones. Will exchange for evergreens and other stock, or

sell, 100 to 10,000. What have you? Make offer. Brookfield Gardens, Delaware, N. J.

**ROOTS**

**MARY WASHINGTON ASPARAGUS ROOTS**. September, October, November or April delivery. Large, strong, healthy, northern-grown and state inspected. Dug on day

shipped and packed in moist peat. Order now. Supply limited. Two-season-old plants, 250, \$5.00; 500, \$9.00; 1000, \$15.00, F.O.B. here. (Also some one-season-old plants at

\$12.00 per 1000.)

**ARTHUR E. GUSTAFSON**, Pine City, Minn.

**WHITE MULTIPLIER ONION SETS**

\$15.00 per 100 lbs.

Cash with order (1500 lbs.)

**ARMINTROUT'S NURSERY**

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**SEEDS**

**PEACH PITTS**—California Lovell, 1 to 10 bus., \$3.50 per bu.; 10 to 50 bus., \$3.00 per bu.; 50 bus. up, \$2.50 per bu. Virginia—Carolina Native, 1 to 10 bus., \$5.00 per bu.; 10 bus. up, \$7.50 per bu.

**WAYNESBORO NURSERIES**, Waynesboro, Va.

**V. and R. DELPHINIUM SEEDS**.

New crop, Pacific Giant strain.

Guaranteed good mixed seeds.

Order early.

\$8.00 per oz.

**SEBASTAPOL NURSERY CO.**

Sebastapol, Cal.

**PEACH PITTS, Southern Collected.**

High germination: 100 per bu. Peach, Plum, Apricot: 1-ft., 20c; 2-ft., 30c; 3-ft., 40c; 4-ft., 50c; 5-ft., 60c; 6-ft., 70c. Cash with order.

**RIVERDALE NURSERIES**, Riverdale, Ga.

**HUBAM CLOVER SEEDS**, tested, 100 lbs., free from Johnson grass, \$25.00. Order now.

**EUBANK BROTHERS NURSERY**

Waxahachie, Texas

**PEACH SEEDS**, Tennessee Natural, \$5.00 per bu. Order now for fall delivery.

**EUBANK BROTHERS NURSERY**

Waxahachie, Texas

**SHRUBS and TREES**

We are now booking orders for Apple and Pear grafts for shipment spring 1946. Also will have 50,000 Apple and Pear scions to offer. 500 Globe Arborvitae, 18 to 24 ins. and 24 to 36 ins.; 1000 grafted Juniper, 4 to 5 ft. and 5 to 6 ft. in Hill, Dundee, Virginia. Glaucus, Virginia Canaert; 1000 Chinese Elm; 1000 American Ash; 500 Red Oak, 8 to 10 ft. and 10 to 12 ft.

**EGYPTIAN NURSERY CO.**, Farina, Ill.

**PASADENA TOURNAMENT ROSES**, patent 578, a Sweetheart type in the deep red; ever-blooming, thornless. Delivery January, February and March. Bare root, 10 to 49, 90c each; 50 or over, 75c each. Packing at cost. 25 per cent deposit with order, or orders with full payment no packing charge.

**MARSH'S NURSERY**, 150 N. Lake Ave., Pasadena 4, Calif.

For Fall 1945 we will have a nice assortment of **ORNAMENTAL TREES, SHRUBS and EVERGREENS**, both liners and whip-grade stock. List now being compiled.  
**THOMAS B. MEEHAN CO.**  
Dresher, Pa.

Container-grown **CAMELLIAS** of Merit

Write for List of

the Best from the Far West.

**J. S. TORMEY**

Tormey's Gardens, Temple City, Cal.

400 Oriental Planes, 3 to 5 ins.

100 Specimen American Holly, 6 to 10 ft.

200 Specimen Chamaecyparis pisifera

aurea, 8 to 9 ft.

**STEELE'S NURSERIES**, Palmyra, N. J.

**HONEY LOCUSTS**, thornless or thorny,

several hundred, choice, well pruned, 1 to 3

ins. in diameter. Attractive prices.

**BRUCE NURSERIES**

Alamared, Tex.

**ROSEBUSHES**

Your choice of 50 different varieties of 2-year-old field-grown rosebushes. Write for variety and price list.

**SOUTHLAND ROSE NURSERIES**, Tyler, Tex.

Surplus Stock

can be easily and quickly turned into

Cash

listing it in the

American Nurseryman Classified Ads.

**MISCELLANEOUS**

**GRAPES**, 1-yr., No. 1, at wholesale prices.

Per 100 Per 1000 Per 10,000

Concord \$10.00 \$80.00 \$800.00

Fredonia 11.00 100.00 900.00

Moore Early 11.00 100.00 900.00

Campbell Early 11.00 100.00 900.00

Delaware 12.00 110.00 1000.00

Niagara 11.00 100.00 900.00

Cynthiana 12.00 110.00 1000.00

**CALIFORNIA LOVELL PEACH SEEDS**

from 1945 crop. Well cared for in drying.

In bags of about 80 lbs. each, \$3.00 per

bushel. In lots of 10 bushels and up, \$2.50

per bushel. F.O.B. Rogers, Ark.

**BENTON COUNTY NURSERY CO., INC.**

Rogers, Ark.

**PANSIES**

Ready now. Steele's Mastodon Jumbo

Mixed. Seed 100 per cent direct from Steele.

Price, \$5.00 per 1000, \$5.00 per 500.

**TRAUERNICHT NURSERY CO.**

400 N. Sylvania Ave.

Ft. Worth 3, Texas.

Potted and layer Strawberry Plants. 15

kinds potted, \$5.00 per 100; \$5.00 per 50.

Layer plants, \$5.00 per 100. Also Asparagus,

Rhubarb, Horse Radish roots, Blueberry,

Herbs and all berry plants in fall.

**WARREN SHINN**, Woodbury, N. J.



**SUPPLIES**

**BAMBOO CANE STAKES**

**DYED GREEN—Pencil Thickness**

Contents	Price Per Bale	Per Bale
*12 ins. .... 2000	\$ 5.75	
*15 ins. .... 2000	7.30	
*1 1/2 ft. .... 2000	8.30	
*2 ft. .... 2000	11.00	
*2 1/2 ft. .... 2000	12.95	
*3 ft. .... 2000	14.65	
*3 1/2 ft. .... 2000	19.50	
*4 ft. .... 2000	22.30	
*4 1/2 ft. .... 2000	24.60	
<b>NATURAL COLOR—Medium Heavy</b>		
*3 ft. .... 1000	\$12.50	
*4 ft. .... 1000	17.00	
*5 ft. .... 500	11.50	
*3 ft. .... 100	5.00	
<b>NATURAL COLOR—Extra Heavy</b>		
*5 ft. .... 250	\$13.00	
*6 ft. .... 200	12.50	
*7 ft. .... 150	11.00	
*8 ft. .... 100	8.50	

F.O.B. New York and Chicago. Bale lots only.

\*These sizes available for prompt shipment from New York.

\*These sizes available for prompt shipment from Chicago.

\*These sizes available for prompt shipment from both New York and Chicago.

Quantity discounts: 10 bales up, less 5 per cent. 25 bales up, less 7 1/2 per cent.

McHUTCHISON & CO.

95 Chambers St. New York 7, N. Y.

**WOOD PLANT BANDS.**

Used by the largest growers of Carnations, Snaps, Stocks, perennial plants and all plants to be transplanted in the greenhouse or outdoors. Get your supply now, also, for Vegetable plants for resale.

	Size in ins.	Weight per 1000	Per 1000
No. M-310	1 1/4 x 1 1/4 x 2 1/4	12 lbs.	\$2.95
No. M-320	2 x 2 x 2 1/4	15 lbs.	3.30
No. M-340	2 1/2 x 2 1/2 x 3	20 lbs.	3.75
No. M-350	3 x 3 x 3	21 lbs.	4.10
No. M-360	3 1/2 x 3 1/2 x 4	32 lbs.	4.75
No. M-391	4 x 4 x 4	40 lbs.	5.60

Packed 1000 to the carton.

We do not break the carton.

**LIGHT WOOD FLATS.**

Suitable only for holding and shipping our Wood Plant Bands. Bands are not included at prices below.

	Per 100 flats
M-370, holds 12 1 1/4-in. bands	\$2.75
M-390, holds 12 2-in. bands	3.30
M-392, holds 12 2 1/4-in. bands	3.75
M-393, holds 6 3-in. bands	3.25
M-394, holds 6 4-in. bands	3.95

Packed 100 to the carton. We do not break cartons.

**AMERICAN BULB CO.**

1335 W. Randolph St., Chicago 7, Ill.

31-37 W. 27th St., New York 1, N. Y.

**PROFIT WITH PERF-O-RAIN.**

Rain when you want it—low pressure—rectangular strip watered—No overlap—No sprinkler heads or other gadgets—Portable lightweight pipe—Long life. Write for free folder. W. R. AMES COMPANY OF FLORIDA, 4005 E. Broadway, Tampa 5, Florida, or W. R. AMES COMPANY, 150 Hooper St., San Francisco 7, Calif.

**SPHAGNUM MOSS.**

Wisconsin 1945 crop.

Choiceest, long Sphagnum Moss, free from sticks.

Standard size, burlapped bales for immediate shipment at \$1.65 per bale, F.O.B. City Point, Wis. Cash with order. No C.O.D. shipments accepted.

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**RUBBER. Your Rubber requirements are important. Know where to get it when you want it.**

Belts, rubber bands, boots, coats, gloves, hose, spray bulbs, aprons, budding strips. Get our price sheet and catalog today.

BROADWAY RUBBER MFG. CO.

Louisville 2, Ky.

**RUBBER BANDS**

No. 80 black rubber tube bands, 1/4 x 7 1/2 inches long; stretch to 30 inches. Samples on request. Price: 60c per lb.; 100-lb. lots, 35c.

F.O.B. Canton. Shipment at once. Please send your order to

THE M. CONLEY COMPANY, Canton, Ohio

**WINDOW BOXES—Galvanized iron.**

27 ins. 6 1/4 deep x 4 1/4 ins. .... 40c

Painted green ..... 65c

They make good nut and bolt boxes.

Samples, including postage, 60c

MARYLAND NURSERY, Edmonston, Md.

**GIBRALTAR Frost Covers pay for themselves.**

Economical, long-lasting, ideal for windbreaks, 6 ft. wide; 50 ft., \$13.75; 100 ft., \$26.00; 150 ft., \$39.00. NEW AMSTERDAM IMPORT, 123 Chambers St., New York 7, N. Y.

**COTTONETTE Squares are best for balling.**

Saves time and twine. All sizes in stock. Write NEW AMSTERDAM IMPORT, 123 Chambers St., New York 7, N. Y.

If you don't find what you want try a Classified Ad under the heading "Wanted."

It's cheaper than mailing out a want list.

**WANTED**

**WANTED**

For late fall or early spring delivery, all varieties Grapes, Raspberries, Boysenberry, Asparagus and Strawberry plants.

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**WANTED**

1000 Snowball

12 to 18 ins. and 18 to 24 ins.

TREADWELL NURSERY CO.

Great Falls, Mont.

**WANTED**

Deutzia Gracilis, 12 to 18 ins. or 15 to 18 ins. Write

GEORGE E. YOUNG NURSERY

R. 2, Box 60, Royal Oak, Mich.

**RAMIE DEVELOPMENTS.**

Although known to some parts of the world for centuries, ramie (Boehmeria nivea), also called China grass, is almost new to the United States. The fiber of this perennial is the most durable of any, and materials from it are said to wear indefinitely. Its tensile strength is four times that of flax, eight times cotton and three times hemp. Its elasticity equals that of cotton, is fifty per cent better than flax and is one-third better than hemp. Great progress has been made in its development during the war, and the navy has found it by far the best material for ropes, as it also resists salt water. Ramie may revolutionize the textile industry after the war, it is declared.

An experimental planting of over 1,000 acres of ramie in Florida has proved so successful that another 10,000 acres is planned. A member of the hemp family, ramie grows best in sandy loam and needs abundant rainfall and good drainage. It cannot stand freezing. The Everglades region of Florida is considered the best locale for this plant, although it may be grown in other parts of the coun-

try. A cutting yields from 400 to 500 pounds of fiber per acre, or from 1,200 to 1,500 pounds per acre each year.

Harvesting and processing present problems, however. The stalks do not all mature at once and should be harvested by hand. Decortication, removal of the fibers from the stalks, is also troublesome. Machines for harvesting and decortication have been tried, but none has proved satisfactory. Many chemicals have been tried in the degumming process, but so far there is no easy way of cleaning the fibers. Estimated costs for decorticated and degummed fiber run about 9 cents to 10 cents per pound. Before the war it sold from 40 cents to 60 cents per pound in the United States. When the supply of ramie is sufficiently increased and harvesting and other processing can be done by machinery, prices will probably decline and ramie can be expected to outsell its rival fibers.

ERNEST HEMMING, of the Eastern Shore Nurseries, Inc., Easton, Md., was in the University hospital, at Baltimore, for three weeks in August. His physician thought he would be well enough to return home by the end of the month.

STEPHEN M. BEER, landscape architect, Kirkwood, Mo., recently received a telegram from the War Department stating that his son, Staff Sergeant Peter J. Beer, was killed in action on Okinawa May 29. He was 31 years old and had been associated with his father in business at one time.

**NOW TRY PARAGON SPRAYER No. 3 in Your Nursery, Orchard and Propagating Beds.**

Ten days' trial will convince you that Paragon Sprayer No. 3 will do your spraying and whitewashing better, faster and easier or it will cost you nothing. Oversize air chamber maintains higher pressure—more uniform spray. Longer pipes and hose reach greater area from one position. Compact truck stands steady on uneven ground; can't jam in narrow places; extra-wide metal wheel rims prevent cutting into turf. Continuous agitation keeps solution from settling in container or clogging strainer and nozzles. Equally effective with any spray, insecticide, disinfectant or water paint anywhere, any time.

Complete with pipes, hose and nozzles, \$25.95. Air gauge \$2.50 extra. 12-gallon capacity. One-wheel truck if specified.

If your dealer does not handle Paragon Sprayer No. 3 check the coupon and mail direct to us.



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☐ Enclosed find order

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## WANT ADS

Help and Situation Wanted and For Sale advertisements.

**Display: \$2.50** per inch, each insertion.

**Lines: 20c** line; minimum order **\$1.00.**

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One of the largest landscape nurseries in Indiana is interested in securing the services of a man with the knowledge of operating a greenhouse and of taking cuttings of evergreens and shrubs, one whose experience will enable him to assume full responsibility of the potting and transplanting. Must be experienced and capable of executing orders.

Address No. 365, care American Nurseryman, 343 S. Dearborn St., Chicago 4.

### HELP WANTED

Manager for landscape and nursery business in Massachusetts; old company. Unusual opportunity. Give details, please. Part or full ownership possible. Owner must retire because of illness.

Address Box No. 364, care of American Nurseryman.

### HELP WANTED

A plantsman. Steady work with modern nursery, southwestern Pennsylvania.

Address 214 Beerits Building, Somerset, Pa.

### HELP WANTED

Several experienced nurserymen to work in California near Los Angeles. Write, giving experience, to

ROY F. WILCOX & CO.  
Montebello, Cal.

### HELP WANTED

Landscape Architect

A Wisconsin nursery wants a landscape architect. Give details of education and experience, also references and salary expected. Address Box No. 363, care of American Nurseryman.

### HELP WANTED

POSTWAR PLANNING.

We have made our plans, starting now, to increase our organization and want expert Tree Climbers, Landscape Nursery Foremen and Landscape Salesmen. Permanent year-around work.

MILLANE NURSERIES,  
Cromwell, Conn.

### HELP WANTED

Landscape architect, who can call on customers, make planting suggestions and draw plans. Only those with college training need apply. Permanent, year-around work.

Landscape foreman, who knows plant materials, can handle men, read plans and execute the work. Permanent, year-around work.  
JAN B. VANDERPLOEG LANDSCAPE SERVICE  
North Muskegon, Mich.

### HELP WANTED

Permanent position for a man with some propagation experience, by budding, grafting, growing from seeds, etc. Will furnish house with garden spot, chicken house and cow pasture. Returned serviceman preferred.  
BENTON COUNTY NURSERY CO., INC.  
Rogers, Ark.

### HELP WANTED

Competent nursery superintendent, thoroughly conversant with plant materials, propagation and production, to take charge of supervision of a 100-acre nursery in Westchester county, New York. Married man preferred. Modern home on property. Give complete outline of experience and previous employment. Address reply to

TROY'S NURSERIES, INC.  
257 Mayflower Ave.,  
New Rochelle, N. Y.

### HELP WANTED

Reliable nurseryman and experienced propagator of evergreens to take charge of propagating in the greenhouse section of our nursery. Specify experience, age and salary expected. Address all correspondence to Mr. J. P. Foster, c/o Holton & Hunkel Co. Nurseries, P. O. Box 1747, Milwaukee 1, Wis.

### HELP WANTED

Man, preferably 25 to 35 years old, with high school education and some college training, who can do tree work, landscape planting and construction work. Must have references.  
Address Box 361, care of American Nurseryman.

### HELP WANTED

Experienced grower capable of propagating shrubs, evergreens and perennials. Greenhouse and coldframe facilities. Good salary.

WILLIS NURSERY CO.  
Ottawa, Kansas

### HELP WANTED

An experienced middle-aged nurseryman, capable of handling the supervision, filling, packing and shipping of our mail-order nursery orders. This is for permanent employment in a thriving business, with limited number of listed items comprising, briefly, a few hardy perennials, small berry fruits and roses. Pleasant surroundings. Excellent opportunity for the right person for a permanent position with good income. 6-room house available on property for man with family. State experience.

CONDON BROS., SEEDSMEN  
632 Cedar St., Rockford, Ill.

HELP WANTED. Experienced nurseryman to become partner in fast-growing business. Live midwestern city of 75,000. Large trade territory; very little competition. Buy out several inactive small stockholders. Fine opportunity for right party. References.  
Address Box No. 367, care American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

### HELP WANTED

Well established retail and landscape nursery in the Kansas City territory has openings for two experienced nurserymen; steady work, good pay. State experience, age and salary expected.

SHAWNEE NURSERIES  
7300 West No. 60 Highway  
Shawnee, Kansas.

HELP WANTED. Experienced mail-order clerk to become manager of mail-order department. Fast-growing nursery business in prosperous trade territory. Radio specials.  
OZARK PLANT FARMS, Inc.  
Springfield, Mo.

### FOR SALE

A well stocked landscape-nursery serving the best Denver trade is for sale because of ill health. Liberal terms will be given a properly qualified man. This is an old established nursery with a large following, and a highly profitable volume of business is assured when labor is available. Write about yourself to P. O. Box 270, Englewood, Colo.

### FOR SALE

General nursery and landscape business, fully equipped. Excellent clientele. Competition light. A good living in a good climate.

Address Box No. 363, care of American Nurseryman.

### FOR SALE

A general nursery located in the largest city of Florida, established 16 years; good money-maker; selling because of ill health; will require \$15,000 cash.  
Address Box No. 366, care of American Nurseryman.

### FOR SALE

15 acres of good nursery land. A good selection of nursery stock, 2 acres of strawberries to fruit in 1946. A small greenhouse and a modern dwelling home. Located in town in a good farming community in southern Minnesota. A good local trade. Old age reason for selling.

WEST CONCORD NURSERY,  
West Concord, Minn.

### SITUATION WANTED

Graduate landscape architect, 32 years old, 8 years' experience, interested in responsible position with large nursery or landscape firm. Prefer south or west, but will consider other location with future. Address Box No. 366, care American Nurseryman, 343 S. Dearborn St., Chicago.

HELP WANTED. Young man with landscape experience and sales ability in midwestern city of 75,000 and larger trade territory. Fine opportunity to become important executive with this fast-growing organization.  
OZARK PLANT FARMS, Inc.  
Springfield, Mo.

### MAIL COPY EARLY.

Present printing conditions require that more time be given for putting current issues of the American Nurserymen through the press. So if you send material for either the advertising or the news columns of the September 15 issue, please mail in time to reach this office by September 5.

## OBITUARY

### A. J. Stahelin.

A. J. Stahelin, of Stahelin Nurseries, Inc., Detroit, Mich., died August 21 after a long illness, at the age of 67.

He was born in 1878 at Redford, Mich. In 1902 he built a greenhouse to grow carnations and added to his range each year. In 1914 two large greenhouses were erected for growing roses, and later the production of carnations was discontinued.

He had started a considerable nursery business, which lately was in the charge of his son-in-law, Irvin Cedar-green.

In 1941, because of Mr. Stahelin's ill health, his personal and business affairs were put in the charge of his daughter, Mrs. Betty Cedargreen, and Wendell Brown, attorney.

### Lieut. Warren P. Moffet.

Lieut. Warren P. Moffet, youngest son of Lloyd A. Moffet, vice-president and manager of the Plumfield Nurseries, Fremont, Neb., was killed in a plane crash July 29.

Lieutenant Moffet was born November 25, 1925, at Fremont. He attended the public schools there and was graduated from the Fremont high school. Before enlisting in the army air corps in June, 1943, he was a student at Midland College.

Lieutenant Moffet began his flight training at Sheppard field, Tex. From there he was transferred to flight school at High Point, N. C., and received his advanced training at Columbus, Miss. He saw further service at Maxwell field and Decatur field, both in Alabama, and received his wings and commission February 1, 1945, at Seymour, Ind. After graduation, Lieutenant Moffet was stationed at Columbus, Miss., and Blytheville, Ark., before reporting to Brooks field, Tex., for final assignment. The army airplane accident in which he lost his life occurred Sunday, July 29, eight miles south of Sequin, Tex.

A military escort, Lieut. Fred Marberry, of the army flight service, accompanied the body from Brooks field to Fremont. Memorial services were held August 2, at the First Methodist church of Fremont, of which Lieutenant Moffet was a lifelong member, and at Memorial Park cemetery, where military burial services were conducted by members of the American Legion and the Nebraska State Guard. Pallbearers were members of the armed forces who were Lieutenant Moffet's friends



Pat. No. 110110.

**\$35.00**

F.O.B. K. C. Kansas

## NURSERY HAND TRUCK

It will help to solve your labor problem.

We are now in a position to make immediate delivery.

### SPECIFICATIONS

Equipped with Jumbo Balloon Tires and Tubes, 12x4 inches.  
Specially Designed Curved Nose.  
All-steel Construction, electrically welded.  
Weight 56 pounds.  
Over-all Length 63 inches.  
Over-all Width 27 1/2 inches.  
Capacity 28-in. Ball weighing 600 pounds.

THE GARDEN SHOP, Inc.

4819 Mission Rd.

Kansas City, Kan.

## YOU CAN'T BEAT PEAT

for

- Packing Nursery Stock
- Propagating
- Mulching
- Soil Conditioning

Write or wire for quotation on quality acid or neutral peats, furnished in triple-walled paper bags or burlap bags.

*We specialize on bulk carloads to nurserymen.*

**ELI COLBY COMPANY,** Hanlontown, Iowa

### SANI-SOIL

The perfect mulch and soil conditioner  
**BAMBOO CANES — RAFFIA — BULBS**

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Write for Bulletins and Lists of supplies  
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**Schupp** FLORIST SUPPLY CO.  
Dept. A Wilmette, Ill.

### ATTENTION NURSERYMEN!



**IMP.  
SOAP  
SPRAY**

Use 1 part with 25 to 40 parts of water

Ask your nearest seedman, or  
write for literature.

THE AMERICAN COLOR AND CHEMICAL CO.  
170 Purchase St. Boston, Mass.



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To restore our stock as rapidly as restrictions are lifted and supplies are obtainable.

Subject to acceptance and availability for OCTOBER, NOVEMBER and DECEMBER SHIPMENT, we offer limited quantities in

E-Z Creped Waterproof Nursery Wrap  
30/30/30 Plain or Flat Waterproof Paper

18, 24, 36, 48 and 60-in. width rolls. Sheets to order.

1/2 x 1/2-in. or 1 x 1-in. Crosscord Waterproof Paper  
30/30/30 Creped or Crinkled Waterproof Paper

Kraft Wrapping Paper, Tissue Paper, Tapes, etc. Twines and Cordage, if available.  
WRITE FOR SAMPLES, PRICES and YOUR ALLOTMENT.

### EAGLE WRAPPING PRODUCTS CO.

Packing and Shipping Supplies for the Nurseryman

312-330 North Carpenter Street

Chicago 7, Ill.

and schoolmates: Robert Hutchinson, Richard Lamberty, Robert Lee, C. S. McMaster, Robert Pollock and Robert Sorenson.

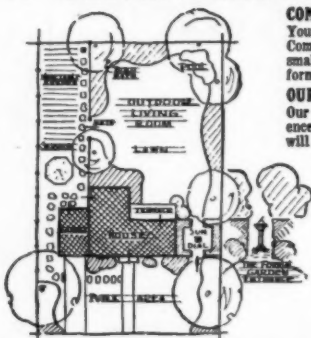
Lieutenant Moffet is survived by his parents, Mr. and Mrs. Lloyd A. Moffet; four brothers, Seaman First Class William B. Moffet, with the Seventh fleet in the southwest Pacific; Donald W. Moffet, assistant sales manager for the Mount Arbor Nurseries, Shenandoah, Ia.; John A. Moffet, of San Francisco, honorably discharged from the navy, and Lieut. Lloyd A. Moffet, Jr., on duty with the navy in the Pacific; a sister, Mrs. Mary Jane Bentz, of Fremont, wife of SKD Kenneth C. Bentz, with the Seabees in the southwest Pacific, and his grandmother, Mrs. Catherine Moffet, of Fremont.

#### Lieut. George Henry Kern.

After a 30-day leave at home, Lieut. George Henry Kern, associated before the war with his father, Carl Edward Kern, in the Wyoming Nurseries, Wyoming, Cincinnati, O., was killed in the wreck of the Empire Builder at Michigan, N. D., August 10. The lieutenant was on his way to Seattle, Wash., for reassignment; he was commissioned in the navy two and one-half years ago and had served as an aerial gunnery instructor on Puerto Rico for two years.

Lieutenant Kern, after graduation from Cornell University, worked under W. A. Simonson, at Washington, D. C., in charge of the planting of the Mount Vernon Memorial highway. Then he spent two years with the conservation department of the state of Ohio and later was associated with his father for eight years. He was active in the Ohio Nurserymen's Association and the Cincinnati Landscape Association and was a member of the Cincinnati flower show committee. He belonged to the Valley Kiwanis Club and the Wyoming Masonic lodge.

### A DESIGN SERVICE FOR NURSERYMEN



**COMPLETE LANDSCAPE PLANS FROM YOUR SURVEYS**  
Your design problems solved by our Landscape Architects. Complete plans made from your surveys, \$25 for average small home grounds. Plant lists for plans included in proper form so that you can supply plants from your stock.

**OUR EXPERTS FAMILIAR WITH LOCAL CONDITIONS**  
Our Landscape Architects and Horticulturists have had experience in every state in the country. Our plans and plant lists will be designed to suit conditions in your area.

#### TRAINING SERVICE

A complete home training in LANDSCAPE GARDENING for both those who wish to enter or advance in this field and for those who wish to learn for their own use and pleasure. Course No. 1 for home use. Course No. 2 for professional use.

#### Information Available

**BULLETIN A** contains complete outline of design service plan, including costs.

**BULLETIN B** covers training program. Please state whether for amateur or professional use.

**NATIONAL LANDSCAPE INSTITUTE**  
756 So. Broadway, Los Angeles 14, Calif.

### Those YELLOWING LEAVES may turn GREEN IF YOU SPRAY THEM WITH

Send for Information  
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Suggested  
For General Anemic  
Condition of Plants

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### RELiance AZALEA AND CAMELLIA SPECIAL PLANTFOOD

Specifically Designed For

Azaleas Camellias  
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Rhododendrons GARDENIAS Hollies

Used and Recommended by Leading  
Nurseries

Sent upon request, cultural booklet on  
AZALEAS AND CAMELLIAS.

Manufactured by  
**The Reliance Fertilizer Co.**  
Savannah, Georgia

### LINDIG'S SOIL SHREDDER



Designed by a Florist  
to meet the needs of  
Florists, Nurserymen,  
Landscape Gardeners, Etc.  
Send for folder and prices

**Lindig's Mfg. Co.**  
Dept. AN

1875 W. Larpenteur Ave.  
St. Paul 8, Minnesota



### METHYL BROMIDE

FOR NURSERY AND GREENHOUSE PLANTS  
THE DOW CHEMICAL COMPANY  
MIDLAND, MICHIGAN

### New and Guaranteed Used

Steel Pipe and Boiler Tubes  
Wood and Steel Tanks  
Buildings, Valves and Fittings.

**JOS. GREENSPON'S SON PIPE CORP.**  
National Stock Yards St. Clair Co., Ill.

Please mention the **American Nurseryman** when writing advertisers

Lieutenant Kern is survived by his widow, Mary Alice; a daughter, 3-year-old Ellen Frances; his parents; a brother, Capt. Carl Edward Kern, Jr., recently released from active duty after four and one-half years in the armed forces, and two sisters, Mrs. Clark M. Stearns, Wyoming, and Mrs. Templin R. Licklider, Jr., Bloomfield Hills, Mich. A half brother, Lieut. Francis E. Reagen, was killed in a plane crash in California some months ago. Burial was in Oak Hill cemetery, Glendale, O.

#### Carl E. Purdy.

Carlton Elmer Purdy, bulb and plant specialist, died suddenly August 8 at his home, the Terraces, at Ukiah, Cal. He was 84 years old. Born at Dansville, Mich., March 16, 1861, Carl Purdy left that state the following year with his parents, who made the long trip across the plains to Nevada. The Purdys lived at Reno until 1872, when they set out for California, finally settling at Ukiah.

Mr. Purdy became a teacher at the age of 18 and taught school for seven years. He was a Wells Fargo agent at Ukiah from 1886 to 1888. His first connection with what was to become his lifetime work was when he supplied a New Jersey dealer with a collection of native bulbs. He gradually enlarged his connections until he had bulb collectors supplying him from the Rocky mountains to the Pacific, and his bulbs were being sold wherever flowers were grown.

Surviving Mr. Purdy are three children, Elmer C. and Mary Purdy, Ukiah, and Mrs. Mabel Mahurin, Oakland; a sister, Mrs. Mabel Phelps, Monterey, and a brother, Merton, Dalton, Pa.

Elmer C. Purdy has been in the business since childhood and actively for forty-five years. His wife had been the deceased's secretary for twenty years. Mary Purdy has long been associated with her father and for the past ten years has been in charge of plant production. They will continue the business with Mrs. Mahurin as silent partner.

#### Phyllis S. Matzinger.

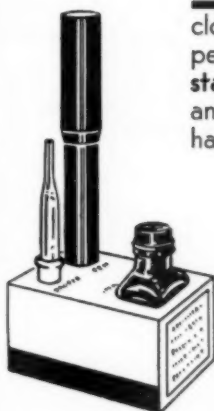
Phyllis Sophia Matzinger, daughter of Mr. and Mrs. Otto Matzinger, of the Highland Park Nursery, Sterling, Ill., was killed in a motorcycle accident near her home, August 6.

Born August 19, 1927, at Sterling, Miss Matzinger was known to the nursery trade, as she had traveled with her parents from coast to coast, attending conventions since she was only a year old. She had also

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IDEAL FOR NURSERYMEN, FLORISTS

Fine for marking labels, stakes or tags. Writes or prints this width — on any surface, wood, paper, cloth, tin or glass. Just like a fountain pen. Special Speedry ink dries instantly, is guaranteed waterproof and indelible. Don't be without this handy marking device.



Complete kit as illustrated: Pen, ink and dropper.....

**\$1.95**

Cash with order. Discounts in quantity.

ADDITIONAL INK: 4 oz., 80c;  
16 oz., \$2.60; 32 oz., \$4.50.

**J. C. NIELSEN CO.**

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Patent No. 2073695

## Make More Profit

Sell Your Roses, Perennials, Shrubs, Vines and Fruit Trees  
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### CLOVERSET PLANT POTS

Nursery Stock grown in Cloverset Patented Pots can be sold and planted without wilt to bud or bloom any time from March till freezing weather.

Write today for Free Illustrated circulars.

Carton of samples by mail 25c.

### CLOVERSET CLOTRACIDE Reg. U. S. Pat. Off.

Clotracide contains all the necessary chemicals for the control of fungus diseases such as black spot and mildew, such leaf eaters as rose slugs, which skeletonize the foliage, and other leaf-eating worms and insects, such sap-sucking insects as plant lice or aphids. Convenient to use. Effective in results. Economical in price.

WHEN CLOTRACIDE IS USED, NO OTHER SPRAY IS NEEDED.

Send for price lists and testimonials.

**Cloverset Flower Farm**  
ERNEST HAYSLER and SON

105th Street and Broadway  
Kansas City 5, Mo.

**TOOLS & ALL SUPPLIES for**  
**Nurserymen and Tree Surgeons**  
**AMERICAN FLORIST SUPPLY CO.**  
1335 W. Randolph St. CHICAGO 7

**BACTO** makes rich fertilizer out of waste — leaves, garbage, etc. QUICKLY, at cost of only few cents. Contains billions of live bacteria, 6 lbs., \$1.75; 25 lbs., \$5.49. An amazing product. (5 lbs. treats 1/4 ton.)  
**J. MACLEAN, Bridgeton 12, Ind.**

### HORMODIN

ROOTS CUTTINGS • FASTER, BETTER

Three strengths to cover various types of cuttings and subjects.

No. 1—For most softwood cuttings, 1 1/2 oz., 50c; 1 lb., \$3.00.

No. 2—For more difficult items and semiwoody shrubs, 1 oz., \$1.00; 1 lb., \$4.50.

No. 3—Designed for the more resistant species and most evergreens, 1 oz., \$1.00; 1/2 lb., \$4.50.

Combination package containing generous sample of all three mailed postpaid for 75c.

**SOMERSET ROSE NURSERY, INC.**  
P. O. Box 608, New Brunswick, N. J.

## BOOKS

### for Nurserymen

**Book A.** Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 75c each.

### Descriptive Nursery Catalog

Nicely illustrated, 48 pages and cover. 18c each in small lots.

### Correct Planting Methods

A pocket-size 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

Will send sample copy of each of the above on receipt of \$1.00. Cash with order.

### Made to Order

Catalogs, Folders, etc., with illustrations in full color or one color. Thousands of engravings available. Send your specifications or samples for estimate and suggestions.

**A. B. MORSE COMPANY**  
ST. JOSEPH, MICHIGAN

## WOOD LABELS

For Nurserymen

**DAYTON  
FRUIT TREE LABEL  
CO.**

Ray and Kiser Sts. DAYTON, O.

## LABELS FOR NURSERYMEN

**THE  
BENJAMIN CHASE  
COMPANY**  
DERRY, N. H.

"COTTONETTE" Nursery Squares  
"GIBRALTAR" Frost Covers  
LIVE SPAGNUM MOSS  
RAFFIA for budding, etc.

Write for prices; state requirements.

**NEW AMSTERDAM IMPORT CO.**  
122 Chambers St. New York 7, N. Y.

assisted them in the nursery business.

Graduated from the Sterling Township high school, Miss Matzinger was enrolled in the Ward Belmont school at Nashville, Tenn., and would have entered college next month.

Services were held August 9. A brother and a sister preceded Miss Matzinger in death.

### ANTHRACNOSE ON SYCAMORE.

Anthracnose of sycamore is unusually widespread and severe in several states this year. The disease has appeared, for the most part, as bud blight and as a twig and branch infection resulting in cankers and dieback. There has been relatively little of the familiar leaf blight phase. Killing of last year's twigs has resulted in such poor leaf production this year that sycamores now stand out conspicuously in the landscape because of their lack of leaves. Killing of numerous twigs and branchlets, especially on the lower half to two-thirds of the trees, will greatly retard the production of foliage this year and may severely weaken the trees. The abundance of cankers and dead branchlets in which the fungus can live over until next year will be favorable for the production of spores in unlimited numbers in 1946.

Dr. J. C. Carter, of the Illinois Natural History Survey, stated in the Plant Disease Reporter recently: "Weather conditions during March and April of this year were favorable for infection and the development of the disease. Buds opened and leaves began to unfold several weeks earlier than usual because of unusually high temperatures from March 14 to April 13. Low temperatures and an abundance of rain during the remainder of April and early May held back leaf growth and was favorable for the development of anthracnose.

"In our testing of fungicides since 1943, using dormant and summer sprays, we have failed to prevent the development of anthracnose cankers and dieback on sycamores.

"Numbers of reports are also being received of damage being caused to white oaks by anthracnose. However, these reports indicate that the damage on oaks is much less severe than that on sycamores."

DURING the current inspection year, almost 1,000 nurseries in Pennsylvania have been certified by the state bureau of plant industry; 172 state dealers and 287 nonresident nurseries have received certificates.

## HYPONEX PLANT FOOD

### Grows Superior Plants in Poorest Soil Sand, Cinders or Water

Used by florists, farmers and gardeners for:

**FEEDING**—flowers, vegetables, lawn and trees.  
**TOP DRESSING**—soluble—plants absorb it quickly.  
**SEED GERMINATION**—helps to prevent damping-off.  
**CUTTINGS**—keeps succulent until transplanted.  
**TRANSPLANTING**—helps reduce shock and wilting.

This clean, odorless powder produces stronger root system with more feeding branches; greater substance in stems, more and larger flowers or fruit. Does not burn roots or foliage when used in solution form as directed.

Sell HYPONEX to your customers for their gardens and house plants. Nationally advertised.

1-oz. pkg. retails 10c—packed 72 to case.

3-oz. can retails 25c—packed 36 to case.

1-lb. can retails \$1.00—packed 12 to case.

Also in 10, 25, 50 and 100-lb. drums.

Write jobber or us for dealer and grower prices. Buy from your jobber or send 10c for 1-oz. sample (makes 8 gallons) or \$1.00 for 1 lb. (makes 100 gallons). Dollar credited on first order for 1 case for resale or drum for your own use.

**HYDROPONIC CHEMICAL CO., INC.**  
315 West 39th Street  
New York 18, N. Y.

### IT COSTS NO MORE (and in most instances less)

### FOR OUR PACKING OF Nursery Burlap Squares and Rolls

Write for prices and samples.

**L. ATKIN'S SONS**  
P. O. Box 167 Rochester, N. Y.

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MADAGASCAR in A.A.  
Westcoast and X. X. Superior  
CONGO and CONGO SUPERIOR  
Also

GOODRICH BUDDING STRIPS

Write for prices.

**THOMAS B. MEEHAN CO.**  
Dresher, Pa.

## GENUINE MOSS PEAT

Hydraulic pressed bales and smaller resale packages. Sphagnum Moss, Cultivated Peat Humus.

Shipped from Northern plant at Floodwood, Minn., and Hanlontown, Iowa. Annual capacity 1,000 carloads.

Now booking for present and future deliveries.

Write or wire for quotations.

**Colby Pioneer Peat Co., Inc.**  
Hanlontown, Iowa



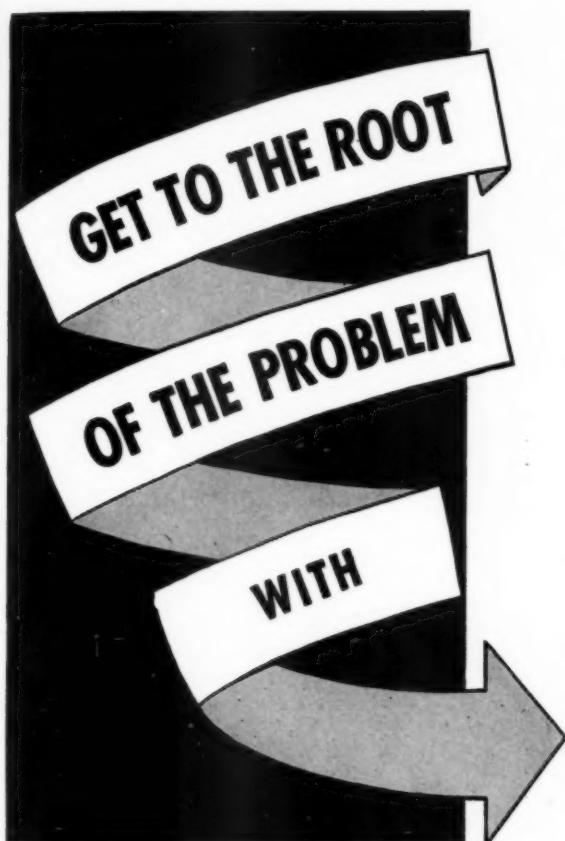
### ZIP-STAY LABELS

MARKHAM'S OHIO NURSERY  
ELYRIA, OHIO

Immediate shipment on plain labels up to 25,000. Write for price list.

**MARKHAM'S OHIO NURSERY, Elyria, Ohio**





● NURSERYMEN KNOW that it's what goes on *below* the surface that counts. Healthy roots make healthy plants. Cut down transplanting losses by soaking soil around the roots with TRANSPLANTONE solution or soak bare-root plants overnight in a barrel of the solution before replanting.

TRANSPLANTONE, the plant hormone, reduces wilting and starts active growth *sooner* after the shock of transplanting.

Treat broad and narrow-leaf evergreens, deciduous trees and shrubs with TRANSPLANTONE solution and get a strong, healthy growth right through the season. The treatment will not interfere with proper hardening of the wood before winter.

A 3-oz. can of TRANSPLANTONE costs \$1.00

A 1-lb. can of TRANSPLANTONE costs \$4.00

One pound makes 160 gallons of transplanting solution for treatment of trees and shrubs or 1600 gallons of solution for seedlings and soft-tissued plants.

*Write today for our special proposition to nurserymen.*

AMERICAN CHEMICAL PAINT COMPANY  
Horticultural Division AMBLER, PENNA.

Reg. U. S. Pat. Off.  
**TRANSPLANTONE**

Own a  
**SOIL TEST LABORATORY**  
Of Your Own



**\$22.50**

express paid

**SUDBURY PORTABLE  
SOIL TEST LABORATORY**

The most valuable piece of equipment you can own, giving you the soil information that you need for efficient production. Widely used by estates, professional growers and government field stations. Will last almost a lifetime with refills. Comes in instrument type, solid mahogany case. No chemistry knowledge required. Complete with instructions and helpful chart. **SEND NO MONEY.** Order C.O.D. \$22.50, plus express charges (or send \$22.50 and we pay express). Money back guarantee.

Dealers Write for Special Offer.

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312 Lab. Bldg. So. Sudbury, Mass.

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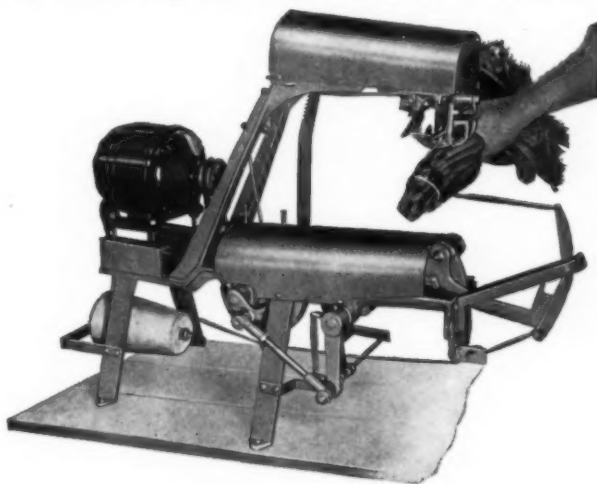
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For Bunch Vegetables, Cut Flowers, Nursery Stock



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**Milwaukee 6**

**Wisconsin**

# LINING-OUT EVERGREENS

## FALL 1945 — SPRING 1946

The following are selected items from our Fall Wholesale Catalog. Most Evergreens are in short supply. These items are available at this time, but are offered subject to prior sale.

	Inches	Each Per 100	Each Per 1000
Chinese Juniper.....	12 to 18 xx field	\$0.35	\$0.32
Pfitzer Juniper.....	8 to 10 xx frames	.28	.25
Pfitzer Juniper.....	10 to 12 xx frames	.33	.30
Norway Spruce.....	12 to 15 xx frames	.25	.23
Norway Spruce.....	12 to 18 xx field	.33	.30
Norway Spruce.....	18 to 24 xx field	.38	.35
Silver Norway Spruce.....	15 to 18 xx frames	.40	..
Nest Spruce.....	3 to 4 xx flats	.15	..
Dwarf Alberta Spruce.....	3 to 4 xx flats	.20	..
Black Hills Spruce.....	10 to 12 xx frames	.17	.14
Black Hills Spruce.....	12 to 18 xx field	.40	.37
Colorado Spruce.....	8 to 10 xx frames	.19	.16
Colorado Spruce.....	10 to 12 xx field	.28	.25
Mugho Pine.....	6 x 6 xx frames	.23	.20
Mugho Pine.....	8 to 10 xx frames	.38	.35
Austrian Pine.....	8 to 10 xx frames	.23	.20
Austrian Pine.....	10 to 12 xx frames	.25	.22
White Pine.....	8 to 10 xx field	.18	.15
Scotch Pine.....	12 to 18 xx field	.36	.33
Douglas Fir.....	8 to 10 xx frames	.23	.20
Douglas Fir.....	10 to 12 xx field	.25	.22
Douglas Fir.....	12 to 15 xx field	.30	.27
Upright Japanese Yew.....	6 to 8 xx frames	.33	.30
Upright Japanese Yew.....	8 to 10 xx frames	.38	.35
Spreading Japanese Yew.....	8 to 10 xx frames	.38	.35
Spreading Japanese Yew.....	10 to 12 xx frames	.43	.40
Spreading Japanese Yew.....	12 to 15 xx frames	.53	.50
Brown's Yew.....	10 to 12 xx frames	.43	.40
Hatfield Yew.....	8 to 10 xx frames	.38	.35
Hill Pyramidal Yew.....	8 to 10 xx frames	.38	.35
Ward's Yew.....	8 to 10 xx frames	.38	.35
Japanese Yew—Media No. 1.....	8 to 10 xx frames	.38	.35
Hicks' Yew.....	8 to 10 xx frames	.30	.27
American Arborvitae.....	10 to 12 xx frames	.18	.15
Pyramidal Arborvitae.....	4 to 6 x flats	.18	.15
Canada Hemlock.....	6 to 8 xx frames	.30	.27
Canada Hemlock.....	10 to 12 xx frames	.35	.32
Canada Hemlock.....	15 to 18 xx frames	.48	.45
Japanese Spurge.....	6 to 8 xx frames	.12	.11
Purpleleaf Wintercreeper.....	8 to 10 xx flats	.20	.17
Bigleaf Wintercreeper.....	6 to 8 xx flats	.18	.15
Bigleaf Wintercreeper.....	8 to 10 xx flats	.20	.17

Our Wholesale Catalog will be ready for mailing soon after September 1.

**D. HILL NURSERY COMPANY**  
 EVERGREEN SPECIALISTS — LARGEST GROWERS IN AMERICA  
 DUNDEE, ILLINOIS